

**ANSOFONE**  
Let Ansofone answer your phone  
From £1.25 per week  
19 Upper Brook Street, London W1V 2HS.  
RING ANYTIME 01-629 9232

# FINANCIAL TIMES

No. 26,963

Friday May 7 1976

\*\*\*10p

CONTINENTAL FLYING PRICES: AUSTRIA S.17; BELGIUM F.20; DENMARK K.2.75; FRANCE F.2.20; GERMANY DM.1.78; ITALY L.300; NETHERLANDS F.1.50; NORWAY K.2.75; PORTUGAL Esc.15.00; SPAIN Ptas.30; SWEDEN K.2.50; SWITZERLAND Fr.1.50.

**Weldmesh**  
Ready for anything.  
Welded steel wire mesh from  
The B.R.C. Engineering Company, Stafford.  
Weldmesh Sales - 0785 777 777 Telex: 34155

## NEWS SUMMARY

### GENERAL

**Dublin arrests 3 SAS men**

Eight members of the British Army's Special Air Service are expected to be charged with firearms offences in a Dublin court after being arrested last night after being apprehended on the Irish Republic's side of the border.

In the House of Commons, Army Minister Mr. Bob Brown said the men were on a routine patrol when they had strayed over the border because of a map-reading error.

The Army in Northern Ireland last night claimed that one car had been shot and lost and no more cars were sent to look for them but they all strayed to the Republic. Page 8

### Officers killed

Three officers of the Green Howards regiment were killed in a car crash near their Chester camp hours after returning from duty in South Armagh.

### U.K. sends two more frigates

Two Royal Navy frigates in Icelandic fishing grounds are being increased from four to six. Agriculture Minister Mr. Fred Peart announced. Travellers welcomed the move. Page 8, Editorial comment Page 16

### Remains of RAF crew discovered

At a military ceremony in Berlin, Soviet troops handed over the remains of four crewmen recently found with the wreckage of a wartime RAF Lancaster bomber. British officers hope to identify the crew by numbers on two of the bomber's engines which have also been supplied by the Russians.

### Mrs. Buckley ill

Mrs. Sheila Buckley was absent from the eighth day of her trial with Mr. John Stonehouse at the Old Bailey. Her counsel, Lord Goff QC, said she felt unwell and had been seen by a doctor.

### Durban poll upset

The anti-apartheid Progressive Reformist Party caused an upset by beating the United Party in the Durban by-election. Page 7

### Briefly...

Hundreds of taxis blocked all roads into The Hague during yesterday morning's rush hour. Taxis were held up by protesters against the extradition of a suspected arms smuggler.

Four people, two of them Mexican tourists, died when five swept their hotel in Cortina D'Ampezzo, Italy.

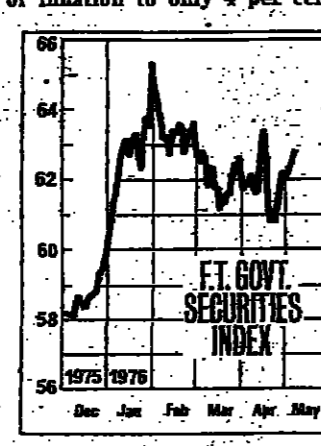
Mr. Hugh Casson, president of the Royal Academy, defended the system which has resulted in exhibits described as " rubbish" being hung in the Academy's summer exhibition which opens tomorrow.

Mr. Reginald Mandling won his High Court fight to stop disclosure of evidence he gave in secret during the Poulson bankruptcy hearings. Page 11

### BUSINESS

**Gilts gain 0.35 but equities slip 2.8**

GILTS improved on predictions of a fall in the U.K. rate of inflation to only 4 per cent.



by the end of next year. Longs were active, with gains ranging to 14. Government Securities index rose 0.35 to 62.32.

**EQUITIES** failed to hold initial small improvements. Up 1.3 at 10 a.m., the FT 100-share index ended the day 2.8 down at 417.8. Gold Mines index fell 9.6 to 178.6.

**STERLING** eased 15 points to \$1.8235 and its weighted depreciation widened to 37.3 (37.4) per cent. Dollar's weighted average widened to 1.93 (1.72) per cent.

**GOLD** lost \$1 at \$1274.

**WALL STREET** was up 2.05 at 988.51 towards the close.

**FRANCE** may have a surplus of 2m tonnes of sugar available for export in the 1976-77 season. Page 28

### Tin prices reach new peaks

**TIN PRICES** soared to record levels on the London Metal Exchange with three month standard tin closing at \$4,172.5 a tonne, up \$111 on the day. Page 29

**U.K. CAR** sales in April were 24 per cent up on 12 months earlier. Back Page

**FRIENDS' PROVIDENT** Board is strenuously resisting a move by a group of employees to nominate four directors to the policyholder-owned life office. Men and Matters, Page 16

**ANGLO** confiscated seven major industrial concerns and placed them under State control. Page 7

**ARGENTINA's** cost of living rose by 71.34 per cent in the last 12 months, a world record. Page 6

**LLOYDS BANK** International is making a £30m loan, backed by the Export Credits Guarantee Department, to help finance capital goods contracts placed in the U.K. by Brazilian buyers.

**COMPANY FAILURES** in the first three months of 1976, at 1,635, reached their highest recorded level for at least 16 years. Page 8

**NATIONAL AND COMMERCIAL** Banking Group pre-tax profit for the six months to March 31 jumped to £25.25m (£19.04m). Page 19 and Lex

**AKZO**, the Dutch chemicals group, made a net profit of £15.22m (£4.5m) in the first quarter compared with a loss of £15.52m in the same period last year. Page 20 and Lex

## Shell/Esso to spend £3.5bn. in North Sea oil exploration

BY RAY DAFTER, ENERGY CORRESPONDENT

The Shell-Esso joint venture in the North Sea is to spend £3.5bn. on oil exploration and field development over the next six years. The new offshore programme, announced yesterday, includes the likely development of two new finds: the Tern Field and the extension of their Cormorant Field.

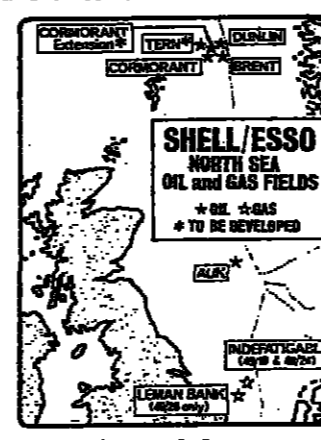
At the same time, Texaco announced that it was planning to develop its find on block 15/16, some 115 miles north-east of Aberdeen. The reservoir, discovered in 1974, has now been named the Tartan Field.

The group said that the discovery, tested with five successful wells, warranted detailed studies into development prospects. It is possible, for instance, that Tartan will feed its oil from reserves on the adjoining block 15/20 through the Occidental group's Piper pipeline.

Texaco is now looking into possible multi-well platform designs. If the studies prove successful, the group may decide to place an order late this year in order to achieve initial production by 1980.

Shell-Esso's expansion plans should also result in new platform orders being placed in U.K. yards, although there is little likelihood of these being awarded this year. This will be a disappointment to economic fabricators, most of whom are now seeking new work to offset dwindling order books.

Mr. Bill Bell, chief executive of Shell Exploration and Production, the operator for Shell-Esso in the North Sea, said that more evaluations were needed on the Tern and Tartan before the group could decide on the type



In an effort to help newer and smaller companies involved in North Sea oil exploration and development attract capital, the Stock Exchange has relaxed its quotation rules requiring approval of each share deal. Back Page

of platforms required: concrete, steel or floating structures. Tentative plans suggest that the order for the Cormorant extension platform will be placed first, probably in the first half of next year, followed by another for Tern early in 1977.

Shell-Esso is planning an ordering pattern of one platform for the Tern and one for the Cormorant extension.

form a year "for the next few years".

The group, which is developing four fields including Brent, is investing in the North Sea at the rate of £1.5m a day. About 60 per cent of this is spent on British equipment and services. It is estimated that Shell-Esso's share of U.K. oil reserves currently under development is about 30 per cent. The Brent Field alone contains 20m barrels of recoverable oil and some 3 trillion cubic feet of associated gas, making it the biggest find in the U.K. sector.

Mr. Bell said that the two companies would be jointly bidding for further exploration concessions where the Government offers the fifth round of licences later this year. Although there was more oil to be found, the days of the giant discoveries in the North Sea were over.

Shell-Esso's stated intentions suggest that the two major oil companies are not expecting to be confronted with a Government rebuff or tougher conditions in the next licensing round. It has been suggested within the Department of Energy that companies that have not agreed in principle to state participation they include Shell and Esso—may not be treated as favourably as those

Continued on back page

North Sea Oil Review, Page 26

## Italy clamps down drastic import control to aid lira

BY ANTHONY ROBINSON

ROME, May 6.

FACED with a steep decline in the lira at a time of acute political and economic uncertainty, the Italian authorities have been obliged in effect to declare force majeure and take refuge in a drastic new form of import controls, which came into force today.

The decision, taken late last night, followed days of mounting anxiety as the lira fell through the psychological barrier of 900-to-the-dollar in the wake of a deteriorating foreign trade and balance-of-payments situation and rising inflation.

Italy's General Election is on June 20.

The spectre of a South American-type inflation-devaluation spiral in Italy contributed to persuading the Common Market to authorise a new import deposit scheme under the terms of Clause 2 of Section 106 of the Treaty of Rome, popularly known as the safeguard clause.

The Italian measures cover all imports except wheat, and virtually all foreign currency transactions, with a few specific exceptions. Importers must deposit 50 per cent of the cost of their imports in a non-interest-bearing account in a bank approved by the Treasury for three months. The same applies to most foreign currency, financial and tourist transactions.

The principal exceptions are transactions of agent banks and companies with specially authorised accounts, like airlines and insurance companies. Italian tourists, already limited to an annual £500 (£310) allowance, must deposit the lira equivalent of 50 per cent of their requested foreign currency requirement in the new account.

These latest emergency measures are expected to help the lira by raising cost of imports and further substantially squeezing domestic liquidity. But this, on top of earlier measures raising interest rates and raising liquidity, is expected to boost further domestic inflation and depress prospects for investment, growth and employment.

Initial reaction in Italy is that drastic measures of this kind were virtually the only way to reduce the currency depreciation rate, itself a major inflationary factor. Shell and Esso—may not be treated as favourably as those

Continued on back page

North Sea Oil Review, Page 26

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

Continued on back page

## Inflation forecast backed by CBI

BY ADRIAN HAMILTON

IN A remarkably bullish assessment of the economic situation, released yesterday, the Confederation of British Industry forecasts that inflation could be brought down to less than 5 per cent over next year as a whole and below 4 per cent by the end of 1977.

The report was drawn up before this week's pay deal. But, while CBI economists said yesterday that they might revise the figures marginally upwards, they believe that the much tighter control on drift should ensure that wage inflation remains fairly near the 6 per cent, expected by both themselves and the Treasury.

The CBI's general economic short-term forecasts for the country are in line with the Treasury's own views on the pickup over the next 18 months.

Like the Treasury, the CBI believes that output is now on the increase and will rise by 3 per cent through 1976 and by some 4.5 per cent through 1977.

The main impetus to this growth will come from exports rather than consumer demand, the CBI predicts. Forecasting a decline in the savings ratio, it still believes that this will be gradual.

It argues—again in line with Government forecasts—that unemployment will not decline until 1977. Higher output the CBI says, should cure the borrowing requirement in the next year.

In the short-term, the major difference between the CBI and Treasury appears to be in the forecasts of the growth in investment. While the Treasury expects—and, indeed, requires, if its hopes on recovery are to be justified—a rapid recovery in manufacturing investment, the CBI sees a much lower growth rate.

It is on the medium-term outlook that the differences between industry and the Treasury really emerge. Worried about how the revival can be maintained beyond next year, the CBI argues that there will have to be a rise in corporate profitability and a further reduction in public expenditure if the pickup is not to end in capacity shortages and problems of sustaining exports.

The Treasury, which appears to be expecting a very rapid recovery in corporate liquidity and profitability this year and next, seems less convinced of this.

Lancashire miners reject pay proposals, Back Page

## Industry may be freer to raise prices

BY ELINOR GOODMAN, CONSUMER AFFAIRS CORRESPONDENT

INDUSTRY MAY be given considerably more freedom to raise prices despite the Government's determination to keep the existing Price Code after July.

The Department of Prices is believed to be considering a number of changes to the code which would go some way to answering industry's objections to the present system while retaining the basic structure under which companies have to justify individual price increases to the Price Commission on the grounds of increased costs as well as keeping within profit margin ceilings.

Among the changes thought to be being considered are:

1-Inclusion of some provision for inflation accounting.

2-Improvement of the present investment relief scheme.

3-Reduction in or abolition of the productivity deduction which prevents companies passing on more than 80 per cent of their increased labour costs in higher prices.

4-Companies for greater efficiency while keeping to the present system of basing price rises on the unit cost of output.

5-Raising the level at which some of the profit safeguards come into effect.

No decision has yet been taken as to the value of the relief which will be given when the Code is altered, but it is clear that the Government recognises the need to do more than merely change the investment relief provisions if, as the Chancellor said on Wednesday, the Code is to be modified so as to encourage investment and jobs.

### Costs

An acknowledgment of the need to introduce some provision for inflation accounting would be welcomed by industry, which has argued for some time that the present system is unrealistic.

At present, companies may charge depreciation as an allowable cost when applying for a price rise, but the depreciation is calculated on the basis of historic costs and not replacement costs.

While the Department of Prices is believed to be unwilling to pioneer all the changes recommended in the Sandilands report on inflation accounting, one compromise would be for it to allow some re-valuation of both assets and stocks based on a more realistic value than at present.

The Confederation of British Industry is likely to put the need to introduce some element

of inflation accounting to the Code high on its list of priorities for change when it sees Mrs. Shirley Williams, Prices Secretary sometime next week.

Equally important in the light of the Government decision to maintain the allowable profit regime, will, it believes, be the need to give companies the option of basing their applications for price rises on the unit cost of input rather than of output.

At the same time, the CBI is also likely to press for the abolition of the productivity deduction.

Sir Campbell Adamson, director general of the CBI, made it clear yesterday that he regarded the issue of price controls as "fully negotiable" despite the Chancellor's statement.

The CBI, he said, would not be satisfied with anything less than major changes to the Code. "If, for short-sighted political reasons, the Government refused to relax price controls, or continued to allow resources to be squeezed by excessive public expenditure, then Britain will not—indeed cannot—recover her industrial strength."

Industry must have action, he said. Sir Campbell, who was speaking in Leeds, also said that it would be extremely dangerous if anyone thought that, because an agreement had been reached on pay, everyone could sit back and expect inflation to come "rumbling down."

"Unless we treat managers of industry with justice and unless we allow industry to restore its battered finances, a pay agreement—however welcome—will not lead to the industrial recovery and the full employment we all want."

The managers of industry had been shamefully treated over the last few years and had seen their living standards reduced out of all proportion by inflation and taxation.

Yet these were the people on whom the country depended as it moved out of the slump and began to expand again.

"Of course, we are all prepared to accept sacrifices to get Britain back on the road, but the burden must be fairly shared and must not remove all initiative and incentive."

The Government's twin targets, Page 16

£ in New York

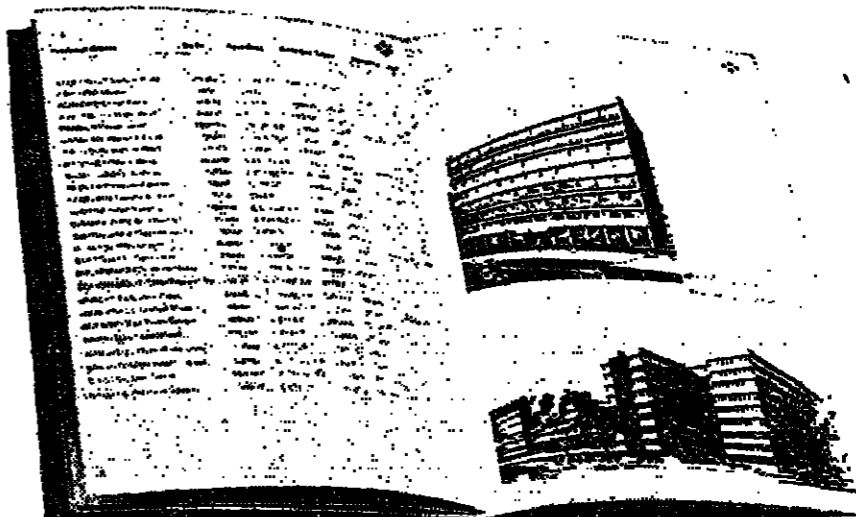
May 6 Previous

1 month \$1,290.20 to \$1,330.20

3 months \$1,285.00 to \$1,325.00

12 months \$1,205.00 to \$1,245.00

## Offices available at a glance



## in the Hillier Parker property register

this comprehensive quarterly office property register containing details of office accommodation, is available on request from

**Hillier Parker**  
May & Rowden

77 GROSVENOR STREET, LONDON W1A 2BT 01-629 7886  
and City of London-Edinburgh-Pans-Amsterdam-Sydney-Melbourne-Brisbane

LOMBARD

# The debts issue is crucial, too

BY C. GORDON TETHER

THE FATE of the integrated plan for commodities on which the developing world has set its heart may well be the most important of the big political questions before the current UNCTAD conference in Nairobi. But the external debt issue certainly runs it a close second.

As the briefing paper prepared by the Overseas Development Institute points out, to the non-oil developing countries what happens here will be of far more immediate importance than the outcome of the commodities talks. And there is also the fact that it could have implications of the greatest significance for all advanced world financial institutions—official and private—that are owed large sums of money by Third World countries.

The immensity of the problem which the growth of foreign indebtedness is throwing up for the non-oil producing developing countries may be gauged from projections made by the UNCTAD Secretariat. They indicate that, if these countries are to meet their obligations—all too modest target rate of growth set for the Second Development Decade, their import requirements will expand at a rate that would force their deficits on goods and non-financial services account up from the current level of \$35bn. to \$70bn. by 1980. Interest payments, profit remittances and amortisation would add a formidable \$70bn. to this.

## Major change

Thus, even if it were not painfully evident that a number of developing countries are already coming up to the point where they find themselves with no real option but to start defaulting on their maturing obligations, it would still be necessary to consider in terms of promptly organising a drastic overhaul of this aspect of the international indebtedness problem.

That calls for a major change in the attitude of the creditor countries. For the UNCTAD secretariat is certainly not letting them an injustice when it labels their past attitudes as an "inadequate response to the situation." And, though there is a certain amount that can be done to meet the situation within the present context, there is no doubt that an assault on the problem on the scale required—and with the urgency required—can only come about as a result of a political decision to sanction some form of moratorium for poor country debts.

The big question, of course, is what form this should take. Hitherto the advanced countries

have been loth to consider going much further than extending the debtor countries' obligations over a longer period. But there is increasing support for the view that, while this may meet the case where the better-off developing countries are concerned—their servicing difficulties often arising from short-term liquidity embarrassments rather than from a fundamental inability to pay—for the poorer countries nothing less than a major restructuring of debt is not total elimination of both official and private debts will suffice.

## A rationale

It should be pointed out here that, in many cases, there exists a rationale for such action over and above the fact that the debtor countries have great difficulty in meeting their commitments. In a thoughtful examination of debt relief as a means of transferring resources from rich countries to poor ones, the Economic and Social Council of the United Nations has drawn attention to a number of very good reasons why the creditor countries ought to be prepared to accept the writing off or scaling down of debts due to them on humanitarian and similar grounds.

Thus it suggested that, in respect of debts arising from tied aid flows, about 20 per cent. could be justifiably written off "on the basis of what is, by now, a universal understanding that tied aid implies excess valuation of aid."

And it went on to argue that the humanitarian rationale for writing off food aid debts was also strong, seeing that this had been provided to relieve hunger and that the same applied to such other components of past debts as those linked with the financing of unproductive projects.

Clearly, it will not be possible to reach final conclusions on the debt moratorium issue at the UNCTAD conference. It is a highly complex business that will have to be entrusted to a special conference. But it is to be hoped that the developing countries will maintain a firm enough front to ensure that the advanced countries will not be able to palm them off with vague promises.

This is particularly true where the timing of negotiations is concerned. For here is a matter wherein time is of the essence. And the advanced countries must not be allowed to gain time at the expense of the poverty-stricken ones by getting this operation deferred—as it seems some of them are trying to do—until the closing months of the year.

SALEROOM

BY MICHAEL THOMPSON-NOEL

## £4,600 for Archangel Michael

THE astonishing buoyancy of the stamp market in Geneva underlined in a £33,654 Robson Low sale in Bournemouth yesterday which easily broke pre-sale forecasts.

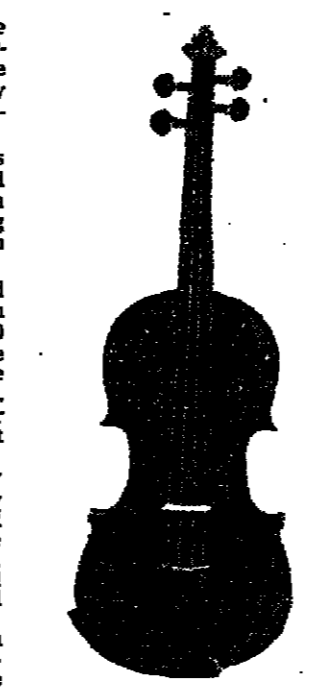
Among yesterday's successes was a consignment of stamps and other items crammed into seven cardboard boxes and weighing 180 lbs. It was expected to fetch £400 but made £1,450.

Last week the company staged a two-day sale in Geneva which was expected to bring in £350,000 but produced £380,000. "The market is phenomenal at the moment," said the company. "Bidders are leaving their pencils in the air until they get what they want."

In Johannesburg the first day of an international Stanley Gibbons stamp auction realised £143,440. The high point came with the sale of a rare unused example of Canada's 1891 12d black which fetched a record £27,390.

In London, the highest price in a £171,723 sale of musical instruments at Sotheby's was the £29,000 paid privately for a violin by Giovanni Battista Guadagnini made in Parma in 1761, while another private buyer paid £14,000 for a Stradivari (Cremona, 1736). This particular violin was the work of Antonio's son, Omobono, who was with his brother Francesco worked in his father's shop.

A violin by Francesco Ruggeri



This Guadagnini violin fetched £22,000 at Sotheby's yesterday.

(Cremona, 1691) fetched £12,500 and one by Tommaso Balestracci, Mantua made £10,500. What the catalogue described as a "fine and attractive miniature

violin" by John Shaw (Manchester, 1806)—its total length was 19.5 inches—sold for £1,800, compared with a pre-sale estimate of £300-£400. The bought-in (unsold) percentage for this sale was 8.9.

A Sotheby's silver sale brought in £21,003, including £620 for a George III shaped circular silver by Benjamin Baker of London (1770), while at Sotheby's Belgravia a sale of English ceramics totalled £30,507 (bought-in percentage: 3.9).

At Sotheby's Parke Bernet, New York, on Wednesday, the first session of a marathon sale of Old Master and 19th and 20th century paintings yielded £111,165, including £11,924 for a complete portfolio of 12 Marc Chagall lithographs (in the *Land of the Gods*) and £5,504 for a fine impression of the fourth state of five of Edgar Degas's *La Sortie du Bain*.

Christie's sale of Greek and Russian icons produced £78,635. The top price, £5,000, was paid privately for a late 16th century miniature *Deesis* of the Virgin and Child with St. John the Baptist.

A sale of Continental furniture, tapestries and carpets at Christie's amounted to £80,115, including £4,800 for a 17th century Italian marble centre table (estimate: £1,000-£1,500).

A Bonham's paintings sale totalled £70,613 and a furniture sale produced £15,092.

RACING

BY DARE WIGAN

## Spiranthes is the selection

THE OAKS Trial Stakes at Lingfield was won last year by Juliette Marry, who went on to win the Oaks proper a month later. But I doubt whether the winner at Epsom on June 4 is included in the runners for this afternoon's race (3.55) though there are possibilities about *Spiranthes* and *Miscou*.

*Spiranthes*, an American-bred filly by Vaguely Noble, whom John Dunlop trains for Mr. N. Bunker Hunt, was successful in a maiden race at Goodwood last August when she beat the late Bernard van Cutsen, and was a convincing winner at the Newmarket Guineas meeting.

*Miscou*, who Harry Wraggs trains for Sir Philip Oppenheimer, shaped with promise over a mile at Ascot the other day, and will be better suited by the distance of today's race. *Spiranthes* is the selection.

Another who ran well at the Newmarket Guineas meeting is *Angel's Pathway*, who had previously shown good speed be-

hind Private Line and Pascual at Kempton. It is reasonable to assume that Capt. Ryan Price will now have this Sky-master colt to his liking.

**LINGFIELD**  
2.00—Glenlivet\*  
2.35—Regal Rocket  
3.05—Spiranthes\*\*  
3.35—Angel's Pathway\*\*  
4.10—Galash II  
4.40—Prinia

**CARLISLE**  
3.15—Heriot  
3.45—Kismet Rose  
4.15—Selham  
4.45—Ringed Aureole

and, with an advantage of 11 lb in the weights (14 lbs if one includes the 3 lb allowance claimed by top-class apprentice R. Fox) and 3 lb with Broxsted, *Angel's Pathway* appears to hold an outstanding chance. It is rare for a two-year-old trained by Staff Ingham to start at 3/4 at Epsom, but those were the odds available about *Glenlivet*, a grey colt by Capistrano,

when he lined up as one of the four runners for the Hyde Park Stakes at the spring meeting. But for losing several lengths at the start, he would probably have won, for he finished like a rocket, second to Mogul. It will require something useful to beat him in the Juliette Marry Stakes (2).

Eric Stuart has the beating of *Star Kestrel*, judged on their running at Newbury on April 9, but neither may cope with *Regal Rocket*, who shaped well behind Tail Lad at the Newcastle Easter meeting.

Today's programme at Carlisle is uninspiring, but those who attend may do worse than follow the runners sent up from Sir Mark Prescott's Newmarket stable. He has had several winners already at the smaller Northern meetings, and can carry on the good work with *Selham* in Division One of the Bow Fell Stakes (4.15) and *Ringed Aureole* in the Great Gable Stakes (4.45).

## GHEF GROUP LIMITED

Metallurgical, Mechanical, Electrical & Instrument Engineering

Results in Brief	1975	1974
Profit before Taxation	692	934
Taxation	354	455
Profit after Taxation	339	479
Dividends paid or proposed	153	140
Earnings per Share	16.2p	22.9p

**Points from the Directors' Report**

As reported in October, 1975, profits for the half year were reduced by a provision of £130,000 for anticipated losses on fixed price contracts. These related to Hugh Smith (Glasgow) Limited. In the event, the losses incurred, the provisions for outstanding liabilities and the reduced levels of profit on other contracts, together with inflation, resulted in an overall loss for that Company for the year and a fall in Group Trading Profit.

Following payment of our Interim Dividend of 2.45p on 2nd January, 1976, a final dividend of 1.45p is recommended to be paid on 1st July, 1976. The total dividend for the year has a gross equivalent of 11.24p (1974 10.25p).

With 1975 losses and contingencies fully provided for within these Accounts the outlook for 1976 appears much more promising. Major activities of the Group remain well loaded with work of a generally more profitable nature and the early months of this year are yielding an improvement in profits which we would expect to resume the pattern of profit growth interrupted in 1975. This has given us the confidence to increase the dividend to the maximum permitted.

The future outlook is heavily dependent on the strength of the resurgence in world trade, on the extent to which the manufacturing sector of the U.K. economy is encouraged to develop, in preference to non-commercial activities, and on inflation continuing to abate. Our Companies' market positions remain strong and a continuing policy of plant modernisation and expansion is being pursued, which will bring further competitive advantages.

Dermot de Trafford, Chairman  
Colin Bowron, Managing Director

## Tilbury Contracting Group Ltd

**Extracts from the Chairman's Statement by J. G. Beever, O.B.E.**

'Another successful year,' says the chairman, Mr. J. G. Beever, O.B.E. in his annual statement which then makes the following points—

- \* Increased turnover and pre-tax profits.
- \* Sound financial and liquid position. Funds and facilities ample for current trading activities and foreseeable situations.
- \* £1 million set aside to provide plant for new venture in Nigeria.
- \* Construction division increased turnover and maintained satisfactory profit level.
- \* Road surfacing division enjoyed a more successful year than might have been expected.
- \* Estate division had a very successful year. Its land stocks were all purchased at reasonable prices without using borrowed money or incurring any interest charges.
- \* 1976 is bound to be difficult but we entered it in a strong position and have since secured an encouraging volume of new work.

Mr. Beever announced that he will be retiring from the board at the close of the A.G.M. and that Mr. Patrick Edge-Partington, F.C.A. had been nominated to succeed him as chairman.

	1975	1974	1973
Share Capital and reserves	7,329,711	6,708,889	6,117,491
Turnover	28,811,003	25,406,920	22,818,262
Profit (including abnormal items and associated company) before taxation	2,052,165	1,923,041	1,955,120
Abnormal items included above	—	—	224,478
Taxation	1,091,161	1,043,793	936,223
Extraordinary item	(23,351)	(19,630)	—
Profit after taxation	937,653	859,618	1,016,897
Dividends—cash payable	316,831	283,691	263,441
—pence per share	16.53p	15.26p	14.22p

The Annual General Meeting will be held in London on Wednesday, 26th May 1976. A copy of the Group's Annual Report and Chairman's Statement is available on request from The Secretary, Tilbury Contracting Group Ltd, Finwell House, 26 Finsbury Square, London EC2A 1EE.

## Tilbury Contracting Group Ltd

**Extracts from the Chairman's Statement by J. G. Beever, O.B.E.**

'Another successful year,' says the chairman, Mr. J. G. Beever, O.B.E. in his annual statement which then makes the following points—

- \* Increased turnover and pre-tax profits.
- \* Sound financial and liquid position. Funds and facilities ample for current trading activities and foreseeable situations.
- \* £1 million set aside to provide plant for new venture in Nigeria.
- \* Construction division increased turnover and maintained satisfactory profit level.
- \* Road surfacing division enjoyed a more successful year than might have been expected.
- \* Estate division had a very successful year. Its land stocks were all purchased at reasonable prices without using borrowed money or incurring any interest charges.
- \* 1976 is bound to be difficult but we entered it in a strong position and have since secured an encouraging volume of new work.

Mr. Beever announced that he will be retiring from the board at the close of the A.G.M. and that Mr. Patrick Edge-Partington, F.C.A. had been nominated to succeed him as chairman.

	1975	1974	1973
Share Capital and reserves	7,329,711	6,708,889	6,117,491
Turnover	28,811,003	25,406,920	22,818,262
Profit (including abnormal items and associated company) before taxation	2,052,165	1,923,041	1,955,120
Abnormal items included above	—	—	224,478
Taxation	1,091,161	1,043,793	936,223
Extraordinary item	(23,351)	(19,630)	—
Profit after taxation	937,653	859,618	1,016,897
Dividends—cash payable	316,831	283,691	263,441
—pence per share	16.53p	15.26p	14.22p

The Annual General Meeting will be held in London on Wednesday, 26th May 1976. A copy of the Group's Annual Report and Chairman's Statement is available on request from The Secretary, Tilbury Contracting Group Ltd, Finwell House, 26 Finsbury Square, London EC2A 1EE.

## TV/Radio

† Indicates programme in black and white.

**BBC 1**

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

**BBC 2**

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm. 3.38 Regional News (except London). 4.00 Play School. 4.25 Dastardly and Muttley in their flying machines. 4.30 Jackanory. 4.45 Right Charlie. 5.15 Newsround Update. 5.40 Paddington. 5.45 News. 6.00 Nationwide. 6.45 Sportswide.

7.05 a.m. Open University (UHF only). 9.30 For Schools. Colleges. 10.45 You and Me. 11.00 For Schools. Colleges. 12.45 p.m. News. 1.00 Pebble Mill. 1.45 In the Town. 2.02 For Schools. Colleges. 3.25 Pobjoy Cwm

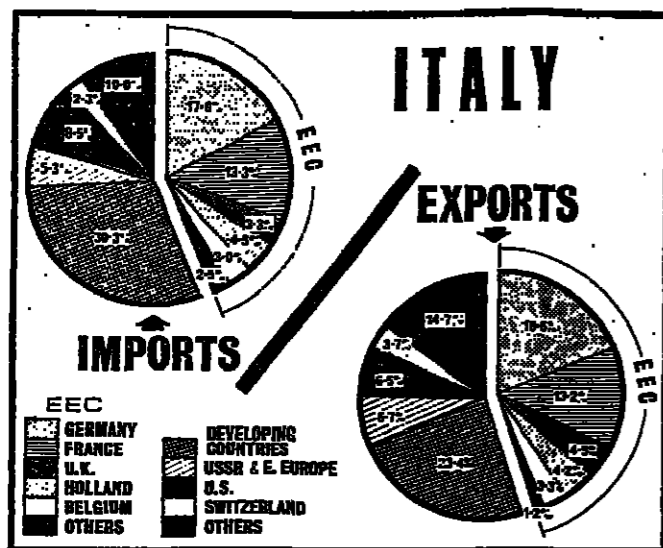


## THE FIGHT TO SAVE THE LIRA

Sweeping measures In Brussels, regret mixed with resignation  
halt the slide

BY ANTHONY ROBINSON

ROME, May 6.



THE PRECIPITOUS decline of the lira halted today following the Italian authorities' decision to impose the toughest import and foreign currency control measures ever taken by a European Community country. At 10.30 p.m. the lira fell to 385.50 against the dollar, compared with Wednesday's all-time low of 915 lire.

The measures taken are far more sweeping than the import deposit scheme introduced in March 1974, which subjected some 40 per cent of Italian imports to a six-month, non-interest bearing deposit on 50 per cent of the cost of imported goods. This lasted for 11 months.

The latest measures, which came into effect today, cover all imports except wheat, and virtually all foreign currency transactions with a few specific exceptions.

Importers will henceforth have to deposit 50 per cent of the cost of their imports in a non-interest bearing account at the Bank of Italy for three months. The same applies for

market on January 20. The dollar/lira rate was then 886 lire compared with this Wednesday's fixing of 915 lire.

This should be achieved in the following ways—

In the first instance, imports will be made more expensive. The prime rate is currently around 18 per cent. Financing the 50 per cent deposit for three months is likely to add some 2.5 per cent per quarter in lost interest. Secondly, the deposits will drain an estimated Lire 4,000bn. of domestic liquidity on an annual basis. This in turn is expected to further raise domestic interest rates.

At the same time, importers not wishing to lose their Italian market are expected, as happened during the last import deposit scheme, to partially finance the deposits. This should bring in foreign currency. At the same time the new measures should also be an encouragement for the repatriation of part of the funds previously exported, often on an illegal basis.

To encourage the repatriation of capital, the authorities are believed to be looking at further measures. One believed to be under study is the constitution of some form of Franco-Valuta system under which exporters would be able to pay for their own imports from their export receipts. A system of this kind was in operation in World War.

Such an operation would be facilitated by a further rise in domestic interest rates. But the key to repatriation is confidence that the sharp decline of the lira is now over, so reducing the possibility of further exchange rate gains. The continuing decline of the lira up to now has indeed been largely self-feeding, as holders of foreign currency have held on to it as long as possible. The terms for conversion of foreign currency into lire by exporters has been recently and the permissible time lag is expected to be further reduced shortly from the 120 days now allowed.

The overall aim of the new import deposit scheme is to reduce pressure on the lira, which has been devalued by some 30 per cent against the dollar since the authorities temporarily closed the official foreign exchange

THE Italian measures, which were explained in detail to a meeting of the permanent representatives of the Nine here this morning, have been greeted in Brussels with a mixture of regret and resignation.

But it is also generally recognised that the Italian economic crisis has deteriorated to such a point that nothing short of the most stringent surgery stands a chance of redressing the situation, all the more so in view of the limited range of purely domestic options open to the Italian Government in advance of next month's elections.

As far as the European Commission is concerned, whatever savings it may harbour about the blow dealt by the Italian measures to the principles of free trade have been assuaged by gratification at the opportunity it has had to reassert itself in critical circumstances.

By choosing to consult the Commission in advance and to win Community sanction for its actions, Italy has also undoubtedly avoided some of the

confusion and disruption which ensued two years ago, when it imposed emergency import measures. At that time, it invoked the provision for unilateral action contained in Article 109 of the Treaty, rather than Article 108, which requires Commission approval.

In addition to the provision empowering the Commission to amend or repeal the package before it is due to expire on August 6, the Council of Ministers is authorised by the Treaty to impose changes of its own. But pressure for any immediate action on this front must be tempered by the imminence of the Italian elections.

The Italian measures pose yet another threat to the Community's one full-blooded common policy (apart from the customs union), namely the Common Agricultural Policy. Indeed, in the Commission's statement of blessing on the move, "agricultural products coming under a common organisation of the market are singled out for special attention as an area where some watering down of Italian measures may be required."

Two years ago, the Commis-

sion with the active support of other EEC members, insisted on exempting most farm products from Italy's import deposit scheme. The free trade conditions created by the CAP have led France and West Germany to develop major markets for cereals, dairy products and meat in Italy.

Ireland, ships' substantial numbers of calves to Italy for fattening and the Benelux countries and Denmark have also developed a good market there for pigmeat.

On the last occasion, the Italian Government was persuaded to drop very quickly the import deposit requirement for all products save beef, and other member Governments pledged themselves in the interim not to take retaliatory action. (France at one stage threatened to fund the deposit on its farm exports from official resources). Even the deposit requirement for beef was reduced under EEC pressure from 50 per cent to 25 per cent, and phased out altogether after three months whereas for industrial trade, the scheme lasted six months. This time, only wheat is

specifically exempted from the deposit requirement and Italy's position is far graver. It is easy to imagine intra-EEC farm trade being distorted—to the point where other member States feel obliged to act to prevent their own agricultural markets being undermined by farm produce discouraged or effectively prevented from entering Italy.

In such circumstances the CAP would be truly off the rails. It would spell the end of the common organisation of agricultural markets.

In recent years and particularly recent months, the rest of the Community's exports have been sustained by the EEC's monetary compensatory payments system for offsetting the effects of currency fluctuations on intra-EEC farm trade. As the lira has sunk even lower, Brussels has paid increasingly bigger subsidies on farm products crossing the border into Italy in order to try to prevent trade disruption. Equally, Italian exports have been subject to compensatory border taxes in order to try to prevent Italian produce undermining the common EEC prices,

guaranteed to farmers in strong currency member countries. Now the Community is in the awkward position of both trying to maintain this trade through monetary compensatory subsidies while at the same time blessing measures designed to curb the same imports. It is not surprising therefore that some hope was expressed here today that the Italian Government may be prepared, or even want, to amend the deposit scheme as it affects food imports in the near future.

The difficulties it creates are bound to be discussed at the next meeting of the Council of Agricultural Ministers in Brussels, a week on Monday. Indeed, by then, the scheme could well be already making its impact.

On the other hand, Sig. Giovanni Marcora, Italy's tough Farm Minister, could insist on keeping things as they are. Although his Government bowed to Community pressure to exempt Community produce two years ago, that was before the French Government blatantly ignored EEC rules and imposed a tariff on Italian wine for a period lasting the best part of seven months.

## How Italy's partners in Europe are affected . . .

## United Kingdom

Most British companies which export to Italy are unlikely to be seriously affected by the Italian Government's decision to introduce import curbs, according to sources in Whitehall and in industry, writes Lorne Barling. Their assumptions are based on the experience of similar

U.K. TRADE WITH ITALY 1975	
Principal exports	£m.
Machinery (other than electrical)	152
Electrical machinery, appliances	41
Transport equipment	21
Textile fibres	21
Medicinal and pharmaceutical	23
Non-ferrous metals	19
Instruments and similar goods	19
Total exports	£343.2m.
Total imports	£209.6m.

measures taken by Italy almost two years ago, when importers were obliged to deposit 50 per cent of the value of goods. Although those regulations covered a smaller range of goods, they were imposed for a period of nearly 10 months, compared with the three months now proposed.

The Confederation of British Industry pointed out yesterday that Italy represented less than 10 per cent of U.K. export volume to EEC countries and slightly more than 3 per cent of total world exports.

Nevertheless, it was certain to hit some companies more seriously than others and would probably slow the pace of exports if not actually reduce them.

Britain's trade balance with Italy was in deficit to the extent of about £246m. last year, with the U.K.'s exports worth £563m. The major exports to Italy last year were machinery and transport equipment, which amounted to £240m., while a high proportion of imports from Italy is made up of agricultural produce and unfinished goods.

It is likely that under the difficult circumstances, for Italian importers, they will seek assistance from U.K. companies, such as extended credit. There was also evidence in the previous period of restriction of some evasion of deposits.

Deposits were not required for consignments of goods valued at less than £1m. and it is understood that larger orders were sometimes broken down

into less valuable lots for shipment.

Although the new measures, which exclude only grain, are likely to have some effect on invisible exports for the first time, trade officials believe that the favourable sterling-lira exchange rate will compensate to some extent.

The U.K.'s overall trading position with Italy has deteriorated considerably in recent years, with the deficit of £262.2m. in 1972 rising to £120m. in 1975 and £213.5m. in 1974. However, in the first quarter of this year exports were up by 50 per cent on value with the deficit running at much the same as last year.

The U.K.'s share of Italian imports also declined from 6.3 per cent in 1970 to 5.5 per cent in 1974, although imports from all sources generally declined as a result of the increase in oil prices.

Nevertheless, U.K. trading relations with Italy have long been sound and the present situation is unlikely to alter that pattern, trade officials stressed.

## Germany

The West German government appeared today to accept reluctantly the economic impact of import control schemes. In the absence of an official reaction, Herr Hans Apel, the German Finance Minister, made clear that he saw the Italian action as essentially a measure to protect a desperate external payments situation, rather than as a piece of trade discrimination.

Herr Apel added that he expected the Italian authorities to make use of the three month delay "to take additional domestic economic measures of their own in order to stabilise the balance of payments." His remarks are likely to be taken as an oblique warning of the conditions that Bonn might set on any further direct financial assistance to Rome.

In the meantime, German exporters to Italy seem likely to feel the Italian measures as an additional obstacle at a moment when their sales to the European Community as a whole are only just beginning to pick up. Last year, Italy was West Germany's fourth most important customer, taking DM18.1bn. worth (£3.5bn.) of exports from the Federal Republic.

Among the most important product groups were meat, dairy products, coal, scrap iron,

synthetic chemicals, machine tools, electrical equipment and motor vehicles. The German farmers' association was quick to-day to protest against the Italian action. But some other major exporters have already been at least half-way prepared for some form of reaction by Rome to a sharply deteriorating economic situation.

German motor manufacturers, for one, have taken the plunging value of the lira against the D-mark as an indication that they would have an extremely difficult time selling cars to Italy this year even without the import controls.

## France

French industry has reacted with extreme concern to the latest threat of Italian import controls—even though it is recognised on all sides here that the collapse of the lira had made some form of drastic action inevitable. Writes Rupert Cornwell from Paris.

The measures announced overnight in Rome are bound to hit the French especially hard. Italy is already France's third biggest trading outlet and alongside Britain and Switzerland is a country where France achieves a trading surplus in Europe.

Although the deep Italian recession helped cut the imbalance in 1975, France's exports of Frs.21.6bn. (£2.4bn.) exceeded imports by Frs.1.3bn. (£150m.). The faster economic recovery here will almost certainly have eroded the margin still further in the early months of this year.

The sectors likely to be affected are above all foodstuffs (particularly cereals and meat exports), which account for almost a quarter of total French sales to Italy, and semi-finished goods and consumer goods. In a sense, of course, the restrictions ought to help France to the extent that they push up the lira and cut the enormous advantage given Italian competitors since the currency's slide began in January. The problem is particularly acute in third-country markets, where the patience of French industry with Italy has now worn very thin and the troubles of the wine and shoe industries here in particular will not help them take a detached view.

Already the Patronat—France's equivalent of the CBI—has tabled its extreme discontent, both in Brussels and in Paris, at the strains imposed by

the plummeting lira on EEC trade. Patronat officials have now drawn up detailed demands for stronger action still, including compensatory border taxes on excessively cheap Italian manufactured goods, similar to the scheme obtained in the Common Agricultural Policy.

## Holland

THE Dutch economics Ministry voiced its regret at the measures but added that they were considered unavoidable to ease the lira problems, writes Michael Van Os.

Italy is only a relatively minor trading partner of Holland. Last year, Italy took about Gldrs.4.5bn. (\$900m.) or some 5 per cent of Dutch exports, of which Gldrs.2.8m. was in the industrial sector—mainly chemical products and machines—and Gldrs.1.6bn. in agricultural sectors. A spokesman for the foreign trade organisation covering Dutch business and industry expressed "concern" at the situation and said it was having talks on the Italian measures with the economics Ministry tomorrow.

A spokesman for the chemical industry association said it was too early to gauge the impact of the measures. He did not feel it would substantially affect Dutch sales. A spokesman for the meat and cattle exporters, for whom the Italian market is fairly important, expressed some concern, however, that there could be some pressure on EEC meat prices as a result.

## Denmark

DANISH agriculture will suffer severely from the Italian import deposit scheme, said officials of farmers' organisations here. Danish exports to Italy last year totalled Kr.2.4bn. (£216m.). Agricultural exports accounted for about Kr.220m. of the total, including exports of veal worth Kr.1.2bn.

With Market Minister Ivar Noergaard in Nairobi, there was little reaction from the Danish Government to the Italian measures, but Minister of Agriculture Poul Dalsgaard said the matter would be discussed by the Cabinet Market Affairs Committee. He could not say whether the government was likely to lodge a protest.

Mr. Arne Pilegaard-Larsen, President of the Agricultural Council, said that exports would be reduced to a minimum as long

as the scheme lasted. He expressed the fear that the Italian restrictions could in the longer run make it necessary for the farmers to cut back veal production. Officials of the Meat Exporters Association, the Danish Minister of Agriculture today said afterwards that they would ask for improved export credit facilities.

## Ireland

Exports from Ireland to Italy will be "rudely arrested" by the Italian import deposit scheme, the Irish Export Board said in Dublin last night, writes our own correspondent.

Last year the Republic's exports to Italy were worth \$20m., compared with only \$17m. in 1974, when the Italians operated their previous import deposit scheme. The growth in Irish exports to Italy continued in the first three months of this year when they showed a 60 per cent expansion over the same period last year.

Particularly affected will be exports of Irish beef, which accounted for \$11m. worth of last year's total exports to Italy. Already, this year, the overall exports of Irish beef are down 36 per cent compared with last year.

The Italian action will strengthen demand for similar import restrictions in the Republic to protect industries suffering under progressive free trade from the Anglo-Irish agreement and EEC measures. Last year 27,000 jobs were lost in manufacturing industry in Ireland to contribute to the total of 130,000 now unemployed there.

## Belgium

Belgium's trade with Italy is modest, writes David Curr. From Brussels, last year the Belgium-Luxembourg union sold some B.Frs.42.5bn. of goods to Italy, overwhelmingly capital goods, metal products and chemicals, while its import amounted to just short of B.Frs.44bn.

Its sales to Italy account for only 4 per cent of its exports to the Common Market and on smaller markets. By comparison over the same period Belgium exports to Germany were worth some B.Frs.235bn.

From the Belgian point of view, Germany, France and Holland are the crucial market

## French set up accident enquiry

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

A DETAILED study of the measures required in handling major accidents to wide-bodied jet airliners is being undertaken by the French Government following the Turkish Airlines DC-10 accident near Ermenouville on March 3, 1974, when 346 passengers and crew were killed.

This is revealed in the official accident report by the French Commission of Inquiry, which is now published in this country for the first time.

The report confirms the earlier

statements that the accident to the DC-10 was caused by the aft cargo door coming open in flight, resulting in sudden depressurisation, disruption of the floor and impairment of flight controls.

Plans to prevent a repetition of this type of accident, by strengthening the floors of wide-bodied jets, installing special venting systems to prevent sudden depressurisation, and improving the DC-10's own cargo door latching mechanism, have already been announced.

The translation of the Commission of Inquiry's report, how-

ever, confirms also that it expressed concern about the availability of medical facilities to cope with such major accidents. "It became apparent," it says, "that the Institut Medico-Legal de Paris, and the Paris hospitals did not have facilities on a scale related to this type of situation."

The Commission accordingly has recommended that a study should be made of the measures needed to take account of the new problems raised by the large capacity of modern wide-bodied aircraft.

## Irish base for new EEC body

BY OUR OWN CORRESPONDENT

DUBLIN, May 6.

A NEW EEC institution to deal with living and working conditions in the European Community was formally launched in Dublin today. Its permanent headquarters are to be located in the Irish Republic.

The European Foundation for Living and Working Conditions is the first EEC body to be based

in Ireland. It will have a staff of around 30 initially and a budget of £300,000 for 1976. The establishment of the Foundation was first advocated by President Pompidou in July, 1972. The Council of Ministers later agreed that there should be a European Institute for the Environment.

The Foundation's administrative board which began a two-day inaugural meeting here today has 30 members—three from the Commission and three from the Council of Ministers—nominated by the Nine Governments—as well as employers' organisations and trade unions in the member states.

## OTHER EUROPEAN NEWS

## King Carlos meets opposition leader

BY ROGER MATTHEWS

MADRID, May 6.

KING JUAN CARLOS took an important political decision here last night when he spent well over an hour talking to a leading member of the Spanish Opposition who only a few days ago described Prime Minister Carlos Arias as "a confirmed anti-democrat."

Senator Jose Maria Gil-Robles, President of the FPD, a centre Christian democratic party, is understood to have told the king bluntly that the present plans of the Government to introduce political reforms were totally unacceptable to the opposition parties.

## W. German printers

By Adrian Dicks

GERMAN printers resumed their wage strike today, making it certain that few, if any, newspapers or periodicals will appear tomorrow. The union's call for a renewed "total strike" followed the narrow failure last night of a mediation effort that would have given the 148,000 workers in the printing industry an appreciably higher pay



Helmut Schmidt

FRANCO-GERMAN relations are once again going through a difficult phase following certain references to the political situation in France made by Herr Helmut Schmidt, the West German Chancellor, to which the French have taken exception.

Somewhat belatedly, the French Press and public have had their attention drawn to an interview given by Herr Schmidt to the American newsmagazine Time, which upset the French Government, or at least its most prominent Gaullist members. "I would not like to see the Communist Party participate in the Government in Paris, Rome or elsewhere," the West German

## Bonn Chancellor evokes a sharp response in Paris

BY ROBERT MAUTHNER

PARIS, May 6.

Democratic Governments, such as Sweden, West Germany and Austria, there was social progress and Communist parties remained small. On the other hand, large Communist parties existed in countries where social structures had not evolved for many years, such as Portugal, Italy and, so a certain extent, France, "where Gaullism had left its imprint," he said.

A few weeks later, Herr Schmidt made another statement, this time in an interview with the American newsmagazine Time, which upset the French Government, or at least its most prominent Gaullist members. "I would not like to see the Communist Party participate in the Government in Paris, Rome or elsewhere," the West German

Chancellor said. "But on the other hand, I do not think that this would necessarily be a catastrophe." Neither Europe, nor the Atlantic Alliance, had collapsed because there had been Communist Ministers in Iceland and Portugal, he added.

Questioned on the subject, Mr. Jacques Chirac, President Giscard d'Estaing's Gaullist Prime Minister, reacted sharply to what the French obviously considered to be interference in their domestic affairs. Recalling with nostalgia the epoch of Franco-German friendship of which Dr. Adenauer and General de Gaulle were the great architects, Mr. Chirac said the French Government had been "astonished" at Herr Schmidt's "rash

statements." Significantly, President Giscard's reaction has been much more muted than that of his Prime Minister. Mr. Chirac, as the mouthpiece not only of the Government but of the Gaullist party, is obliged to take account of the extreme sensitivity of his troops to any real or implied slight or, for that matter, to suggestions from abroad that a victory of the Left in France would be anything less than disastrous.

On the other hand, all President's office would say on the question was that while it was natural that the Prime Minister should reply to public criticisms of France, the incident did not in any way affect Franco-German co-operation, which was "the indispensable basis" of all progress in Europe.

Valéry Giscard d'Estaing

Rebuke that as it may, there has been indications recently in relations between President Giscard and Herr Schmidt, w speak on the phone to each other quite as close as they once were. The rejection earlier this year of Herr Schmidt of the French President's proposals for a European "directorate" on withdrawal of the French from the European currency "bank" and a number of recent remarks by President Giscard stress the need for France to maintain its military strength, have all contributed to a cooler climate.

## Quick agreement unlikely on EEC nuclear site

BY DAVID CURRY

BRUSSELS, May 6.

IT IS NOW looking increasingly unlikely that EEC ministers will be able to reach agreement on a site for the Community's first nuclear fusion reactor for its vital nuclear fusion research. Although a research ministers meeting is scheduled for the middle of June, the divergence of views on where to build the

experimental equipment is so wide that there is little chance of agreement. The crucial factor is whether to follow the Community's preference for one of the Community's own research establishments at Ispra in Italy, or whether to opt for a national centre like Culham in the U.K.

## Bundesbank move 'to reduce liquidity'

The two-stage minimum reserve requirement boost decided on Tuesday is designed to reduce excess liquidity without endangering Germany's economic upswing, says in Düsseldorf Reuters reports.

The planned raising up of DM44bn. from the banking system after recent large currency inflows should not lead to any rise in interest rates, he told a meeting of the German Savings Association. Such a rise would be justified neither by the anticipated 5 per cent inflation rate in

Germany this year, nor by the likelihood of increased borrowing on the capital market later on, he added.

The largest portion of the allocation from the agricultural fund went to Italy, which received 31,044m. U.A. (L19.4bn.) for individual projects. France awarded a total of 19,78m. U.A. (L10.8bn.) for 29 projects. West Germany received 15,87m. U.A. (L9.09bn.) for 72 projects.

THE FINANCIAL TIMES published daily at 11.00 a.m. (except on Sundays and public holidays). U.S. edition published at 11.00 a.m. (except on Sundays and public holidays). Second class postage paid at New York, N.Y.

# WORLD TRADE NEWS



Prof. Mario Henrique Simoesen (left), the Brazilian Minister of Finance, and Sir Reginald Verdon-Smith, chairman of Lloyds Bank International, sign an agreement for a £20m line of credit for the purchase of U.K. goods.

## Brazil wants more from Britain

BY HUGH O'SHAUGHNESSY

GENERAL ERNESTO GEISEL, the Brazilian President, yesterday delivered a tough warning that Britain would have to buy more from and invest more in Brazil if it wanted any major development contracts. As various major trade deals are under intensive discussion, the Brazilian leader issued his warning at a Press conference in London, apart from one last week in Paris, the only Press conference he has given during his whole two years in office. Earlier a group of 17 bankers, headed by Sir Gordon Richardson, Governor of the Bank of England, and a group of industrialists including senior representatives of Shell, ICI, British Rail and BAT, visited Gen. Geisel at Buckingham Palace on the penultimate day of his state visit to Britain. As the visit draws to its close today, Morgan Grenfell and Javay United are deep in negotiations over the \$1.2bn. Acornas steel project. British Rail is also having top-level talks on Brazil's big new rail plans while Redpath Dorman Long, the BSC subsidiary, and Laing may today announce new moves in the sale of British offshore oil platform technology. The whole range of talks are complicated by banking attitudes to Brazil's foreign debt, now well over \$22bn., and the cost of servicing it. While many banks are pressing for more injections of capital and greater facilities for their exports, a similar tough line was adopted by Gen. Geisel on political questions. At his Press conference he indicated that he would be replying to letters addressed to him by an all-party Parliamentary group on human rights and by Dom Basilio Hume, Roman Catholic Archbishop of Westminster, but would allow no delegations to investigate the human rights situation on the spot. On Wednesday Archbishop

## Americans drink less Scotch

Financial Times Reporter  
EXPORTS OF Scotch whisky to the U.S. in the first quarter of 1976 were down 5 per cent. in volume to 7.5m. gallons. But the value rose 18.6 per cent. to £32.75m.

At the same time it seems that consumption of Scotch in the U.S., as measured by whisky drawn from bond, also declined by 5 per cent. in the first quarter compared with the same period of 1975. They were down to 10.58m. U.S. tax gallons.

Scotch is facing increasingly fierce competition from Canadian whisky in the U.S. as the tax payment figures show. Canadian brands showed a 22 per cent. rise over the three months to 9.2m. tax gallons.

On the Scotch export front, there was some recovery in the month of March after two had months for the industry. And, as an indication of returning prosperity in the U.S., exports of the higher-priced bottled-in-Scotland Scotches actually showed an increase of 8 per cent. in volume—during the January-March period.

Japan remained the major growth market for Scotch in the first three months. Exports were up 44 per cent. in volume to 2.6m. gallons and 38.6 per cent. in value to £9.4m.

There was also an unexpected surge in exports to Italy. These increased by 98 per cent. in volume and 112 per cent. in value to 1m. gallons worth £5.3m. over the three-month period.

## Bulmers eyes U.S. market

By Kenneth Gooding  
BULMERS, THE Hereford business which claims to be "the world's biggest cider maker", plans a major development of overseas sales particularly in North America.

The Federal tax barrier which previously blocked the development of cider sales in the U.S. has been lowered and Mr. Brian Nelson, managing director, commented: "This means we can move competitively into the American drinks market." Mr. Ray Perks, new International Director of Sales and Marketing, has been concentrating on research and test marketing in a number of overseas markets in recent months. He says: "The opportunities, particularly in America and Canada, are enormous. All the signs indicate that the North American markets will respond well to the blends of cider that we make and we are ready to make a major investment in establishing our brands."

## HANOVER AIR SHOW

# A time for reappraisal

BY GUY HAWTIN, FRANKFURT CORRESPONDENT

THE BIG international airshow provides yet another of those yardsticks by which politicians judge the standing of national prestige. Nowhere more so than in Western Europe, where the Paris show vies with Farnborough and Hanover competes with them both.

But what of the businessman who ultimately has to underwrite the cost? How effective are the international air shows as a sales tool? A straw poll at the Hanover Show, which opened on May 1 and runs to May 9, produced a mixed response. It is unfortunate, perhaps, that Hanover clashes with Farnborough, to be held later this year, but the Germans have little choice in the matter as the only alternative is to clash with the "queen" of them all—the Paris Air Show.

It was for this reason, perhaps, that representation by the American majors at Hanover was disappointingly thin. Both Lockheed and Boeing were conspicuous by their absence. Even the British met criticism for producing only a relatively small number of exhibitors.

## No Jumbos

As it was, the largest aircraft on view was the A 300 Airbus—there was not a Jumbo or a Tri-star in sight. British Airways did a hard sell to the Press on the Copeland, but of the aircraft itself, there was not a doleful in earshot. Admittedly, the Air France Concorde had visited Frankfurt and Hanover a week earlier.

The large international airshow, therefore, is being subject to an appraisal similar to that experienced by the large general international trade fairs. Is a large international show a reasonable place, after all, to drum up sales for either military aircraft or commercial aircraft which can cost upwards of £5m. each.

However, one British exhibitor in the aircraft component sector gave the other view. His concern's participation in the Hanover show had been very much a matter of "touch and go." It had been decided to participate because it was a good way of keeping in touch with customers already on the books, but he pointed out, "just one new customer can make it pay handsomely."

Hanover, of course, is the international showcase for the West German aerospace industry—which is about a quarter of the size of that of Britain. Its turnover in 1974, including non-aerospace sales totalled close on DM4.6bn.—about £995m. converted at today's exchange rates. The 1974 figures, which are the latest available for the industry as a whole, were 11.2 per cent. up on 1973's DM4.1bn.

While the West German industry may be small compared with that of France or Britain, its policy of international co-operation has given it considerably more influence than its size would at first suggest. It participates in the major European programmes—the Tornado (the European multi-role combat aircraft), the Alpha-Jet trainer and close air support aircraft and the A300 Airbus—as well as its own projects.

The message both from the industry and the Federal Government is further co-operation. The report on the industry recently produced by Herr Martin Gruener, junior minister at the Ministry of Economics, emphasises that, while co-operation in Europe is seen as vital for the industry, there is also plenty of room for co-operation with U.S. manufacturers.

Germany, however, does not just see itself as a sub-contractor. It wants participation with the Americans, both in the civil and military field on an equal partnership basis.

The fruits of co-operation were plainly visible at Hanover. Dornier, which has something of a reputation for going it alone, holding back from the civil aviation area and diversifying outside the industry, made great play of the Alpha Jet, which it has developed jointly with its French partner, Dassault-Breguet.

Messerschmitt-Boelkow-Blohm and VFW-Fokker devoted important displays to their participation in the European Airbus, MBB, which plays a major role in the Tornado MRCA programme, was also forecasting that similar co-operative efforts would develop among European helicopter manufacturers.

## Slow sales

VFW-Fokker, West Germany's main air transport builder, was showing its VFW 614. Sales of the curious-looking 44-seat civil airliner, whose two engines are placed above the wings rather than underneath, are reported by some observers to be slow.

However, VFW have so far sold 16 of the aircraft and is tendering for a 41 aircraft order from the U.S. coast guard. Whether the concern lands the order in the face of the U.S. government's "Buy American" policy remains to be seen.

The group is planning to produce initially 24 aircraft a year and it must sell about 250 over the next ten years to show a profit. VFW emphasises that this is not the type of aircraft that is normally ordered in large quantities. Prospective purchasers are mainly the smaller airlines, including those in developing countries, which usually order in two's and three's. Observers in the industry expect the aircraft to go well. One said: "It is the natural successor to the DC3."

## France signs pacts with Poland

By Rupert Cornwell

PARIS, May 6. MAJOR FRENCH companies and a number of Polish foreign trade agencies to-day signed 16 specific industrial co-operation agreements aimed at boosting trade between the two nations. The ceremony, presided by French Foreign Trade Minister M. Raymond Barre and his Polish counterpart Mr. Oliszek, capped an official visit here by the Polish Premier Mr. Piar Jaroszewicz in which he went out of his way to stress the importance of economic links between the Common Market countries and the Communist bloc.

The most striking feature in the agreements is the provision for a major French share—estimated here at Frs.1.8bn. (£210m.) of a total Frs.2.5bn. (£280m.)—in a project for a fertiliser and ammonia complex in Poland, for which construction work will be co-ordinated by the engineering group Creusot-Loire.

Among the smaller protocols are ones involving Pechiney-Ugine-Kuhlmann, the chemical group, and the telephone company CIT-Alcatel. Finance arrangements for several of these schemes involve the Banque Nationale de Paris, while the engineering concern Technip and the Polish foreign trade company Polmes-Exelp have set up with BNP, a trading company to encourage Franco-Polish economic co-operation.

These impressive sounding agreements will, however—if they are to be successful—have to take full account of Poland's grave anxiety over its widening trade deficit with France. Although trade between the two countries has multiplied five-fold since the 1960s, Poland ran a deficit of Frs.1.2bn. (£140m.) last year.

## Turkish deficit down 43%

BY METIN MUNIR

ANKARA, May 6. TURKEY'S CURRENT account the first quarter of 1976 which position, which deteriorated was 62 per cent. up on 1974. The severely last year, is showing first quarter deficit this year was signs of improvement with the \$468m., down 43 per cent. from gap between imports and exports last year. The significant upsurge in exports was due to the record increase in shipments of agricultural products which totalled \$780m., up by nearly 120 per cent. over the quarterly account for most of Turkey's exports. Exports of nine major commodities shot up period grew by just over 6 per cent. to \$1.25bn. This compares favourably with the increase in 1975 to \$920m.

ANKARA, May 6.

The relative slow down in imports reflects Government policy to economise on hard currency reserves rather than a drop in demand. Last year's record current account deficit of \$3.24m. coupled with a drop in expatriate workers' remittances has drained reserves and led to heavy borrowing abroad. Between May 1975 and March 1976 Turkish banks borrowed \$12.12bn. in short term loans on the Euro-dollar market.

## Indo-British co-operation

BY K. K. SHARMA

NEW DELHI, May 6.

INDIA AND BRITAIN are likely to co-operate in setting up joint venture projects in third countries. This is an outcome of the four-day meeting of the Indo-British joint economic committee held in London last month, it is learnt here. The arrangements envisage supply of machinery and equipment, technical know-how and manpower. The meeting considered that the international standing of British enterprises combined with Indian technology and manpower would help in winning major turnkey projects abroad. In other cases, where Britain wins a contract and there is scope for India to come in and contribute either with equipment or manpower, India might be given a subcontract.

It was also decided that the Indian Commerce Minister, Mr. Deviprasad Chattopadhyay, will visit London some time in June to discuss prospects for widening the area of co-operation between the two countries. One example in this connection is manufacture of castings and forgings involving high technology. British assistance is likely to be forthcoming in such areas.

**wire & cable?**

Call today and we'll ship today!

**ANIXER** U.K. LTD.

Electrical Wire & Cable Specialists - Worldwide

Head Office & Export: London

Unit 4 Chalfont Estate, Pump Lane, Boreham, Essex, SSO 7JG. Tel: 0464 548 470-2. Tlx: 38298

Branches: Birmingham, Manchester, Glasgow, Aberdeen, London, Amsterdam, Rotterdam, Antwerp, Brussels, Frankfurt, Hamburg, Cologne, Munich, Zurich, Bern, Vienna, Prague, Warsaw, Krakow, Katowice, Lodz, Poznan, Gdansk, Szczecin, Danzig, Lodz, Poznan, Gdansk, Szczecin, Danzig.

Transit call charges apply to all orders.

24 HOUR EMERGENCY NUMBER: 01-497-3367 Extension 499

## Bringing a gentle warmth to half the world and more.

Gracious hostess in her sarong kebaya. She has a way with people. A natural smile. A gentle warmth. You'll meet her five miles high. In exclusive 747B, 707 or 737 comfort. Across three continents. She'll care for you as only she knows how. Our girl. The heart of Singapore Airlines.

From	To	Class	Fare
Singapore	London	Y	£145
Singapore	Frankfurt	Y	£135
Singapore	Amsterdam	Y	£125
Singapore	Brussels	Y	£115
Singapore	Paris	Y	£105
Singapore	Rome	Y	£95
Singapore	Naples	Y	£85
Singapore	Bari	Y	£75
Singapore	Brindisi	Y	£65
Singapore	Corfu	Y	£55
Singapore	Mykonos	Y	£45
Singapore	Santorini	Y	£35
Singapore	Crete	Y	£25
Singapore	Rhodes	Y	£15
Singapore	Chios	Y	£10
Singapore	Samos	Y	£5
Singapore	Ios	Y	£5
Singapore	Paros	Y	£5
Singapore	Naxos	Y	£5
Singapore	Milos	Y	£5
Singapore	Skios	Y	£5
Singapore	Amorgos	Y	£5
Singapore	Andros	Y	£5
Singapore	Tinos	Y	£5
Singapore	Sifnos	Y	£5
Singapore	Mykonos	Y	£5
Singapore	Santorini	Y	£5
Singapore	Crete	Y	£5
Singapore	Rhodes	Y	£5
Singapore	Chios	Y	£5
Singapore	Samos	Y	£5
Singapore	Ios	Y	£5
Singapore	Paros	Y	£5
Singapore	Naxos	Y	£5
Singapore	Milos	Y	£5
Singapore	Skios	Y	£5
Singapore	Amorgos	Y	£5
Singapore	Andros	Y	£5
Singapore	Tinos	Y	£5
Singapore	Sifnos	Y	£5

DAILY 31 MBOS FROM LONDON HEATHROW AT 15.30 HRS.



SINGAPORE AIRLINES  
A great way to fly

## AMERICAN NEWS

## Food and fuel prices push wholesale index up by 0.8%

BY JUREK MARTIN, U.S. EDITOR WASHINGTON, May 6.

AMERICAN wholesale prices jumped by 0.8 per cent. last month, underlining the widespread belief that the very low rate of inflation in the first quarter of the year was not sustainable.

The increase was almost entirely attributable to the sharp rise in prices of food and fuels, precisely those component parts of the index whose low prices had kept the calculation stable for the five months between November and March.

The farm products index climbed by a seasonally adjusted 4.2 per cent. in April, following declines amounting to 5.8 per cent. in the first quarter of the year. This is the largest single monthly increase in farm products since May of 1975.

The prices of livestock and eggs were the principal factors, with green coffee prices also rising much more sharply last month than in March. The pro-

cessed food and feeds index climbed by 1.9 per cent. in April, the second consecutive monthly increase and the largest single monthly advance of this measure since November 1974.

The index for crude materials (excluding foods, feeds and fibres) went up by 2.8 per cent., seasonally adjusted, largely due to more expensive crude oil, natural gas, scrap metals and wastepaper.

Industrial commodities as a whole, however, rose by a more modest 0.3 per cent. last month. Previously, with food and fuel prices weak, industrial commodities had shown the most persistent inflationary trends, but the situation in April was reversed, with higher metals, paper and chemicals prices being partially offset by cheaper lumber and wood and very small increases in the hides, skins, leather, textile and apparel sectors.

## Control Data made \$2m. payments

MINNEAPOLIS, May 5.

CONTROL DATA corporation paid more than \$2m. to "greatly underpaid" government employees in foreign countries, the company revealed today to shareholders attending its annual meeting.

Control Data also said that an investigation into the questionable payments is being broadened.

Company chairman Mr. William Norris said that the foreign payments, totalling \$2.5m., went to "greatly underpaid Government employees who regularly supplement their income by accepting payments for approving Government contracts."

The payments "benefit no one but the host Government employees and certainly aren't enjoyed by the local corporate management, which is forced to pay in order to pursue legitimate business..."

UPI

## Treasury says that car dumping inquiry would hit importers

BY DAVID BELL

WASHINGTON, May 6.

IN DECIDING to drop its formal car dumping investigation yesterday, the U.S. Treasury was particularly influenced by the argument that to have pressed ahead with it might have badly damaged foreign importers with extensive dealer networks in the United States.

This emerged today in discussions with Treasury officials who made it clear that they were particularly concerned about the effect that a continuing investigation might have had on Volkswagen, which has a major investment in America. Under U.S. law, companies suspected of dumping would have come under "withholding appraisal" as from May 11.

The result of this would have been that, even though the companies had been found "guilty" of dumping, they would thereafter face a large contingent liability which would arise if they were found to be guilty at a later stage. A Treasury and-

ing that there was a formal dumping case to answer would have been referred to the U.S. International Trade Commission which would then have investigated whether this had harmed the domestic U.S. car industry.

Mr. David Macdonald, as Assistant Treasury Secretary, said that some major importers would effectively have had to stop importing while this was going on, which would have badly harmed their business and would have "found them guilty" before there had even been a trial.

The Treasury, which was also influenced by Volkswagen's decision to build a plant in the U.S., therefore decided to drop the formal inquiry but to substitute what amounts to its own dumping order, and it still intends to press Volkswagen and other companies to adjust their prices to reduce the margin between home and U.S. prices.

In its announcement yesterday the Treasury said that some 24 companies had been dumping their cars in the U.S. but that many of them had significantly narrowed the difference between the U.S. and home prices. Further, the statement said, the Treasury recognised the difficulties of making valid comparisons between car prices because of the impact of floating exchange rates and other factors.

Our New York Staff adds: U.S. sales of imported foreign cars fell sharply during April in distinct contrast with the continuing strong upturn in demand for domestically made vehicles. With monthly deliveries falling 11 per cent. to 126,000 cars, importers share of the total U.S. market fell to 13.8 per cent. from 21.5 per cent. last year.

The relative weakness in foreign car sales in the U.S. first became apparent in the autumn of last year at about the same time that sales of larger U.S. made cars started moving strongly ahead. Since then importers' share of the market has remained at about current levels.

While the general trend was down, certain individual foreign car makers did manage to boost sales. Toyota, currently the largest single importer, managed to lift its deliveries by 46 per cent. while Datsun, Honda and BMW all moved ahead.

The sharpest import falls were turned in by Volkswagen which posted a 45 per cent. drop. Fiat's sales fell 28 per cent. while Mazda's dropped 62 per cent. While British Leyland's year to date sales figures showed a 18 per cent. decline, the 1975 returns included now discontinued Marida sales.

## Trudeau in oil price discussions

Prime Minister Pierre Trudeau met Provincial Premiers yesterday to seek agreement on a higher crude oil pricing policy which would automatically result in increased natural gas prices through an indexing system, AP-PI reports from Ottawa. It was understood that agreement on a new pricing policy would not be reached and that the Federal Government will have to arbitrarily raise prices. The Province of Ontario has been advocating a new method of arriving at oil prices which would result in a price hike of only about 20 cents a barrel over the next 12 months. The Federal Government wants a price rise of \$4.60 a barrel over the next two or three years.

**Humphrey's health**  
Senator Hubert Humphrey's doctor says a physical examination of the Minnesota Democrat showed no progression of a pre-cancerous bladder condition. UPI reports from Washington.

**Diplomatic links**  
Singapore and Cambodia yesterday established diplomatic relations at ambassadorial level. The Government here announced. UPI reports from Singapore.

## THE U.S. AUTO INDUSTRY

## Back to gas guzzlers

BY JAY PALMER IN NEW YORK

AFTER very nearly two and a half years in the doldrums, the huge U.S. auto industry is once again moving ahead. Bolstered by unexpectedly strong new car sales and a simultaneous sharp swing back in demand away from small car imports, Detroit's big car executives are now hastily revising their earlier more pessimistic projections. Much to the surprise of just about everyone, 1976 could conceivably turn out to be one of the car industry's best-ever years.

Late last week, while announcing increases of almost 50 per cent. of the value of their first quarter sales, the two giants of the industry, General Motors and Ford Motor, both forecast 1976 total new car sales of around 10.5m. If correct, and at the moment many believe that such estimates err on the cautious side, that represents a near 25 per cent. gain on last year's dismally low 8.6m. The industry's all-time peak of 11.5m. was reached in 1973, before the oil embargo and the start of the U.S. recession.

The current recovery dates back to about the time the current year's new models were introduced last autumn. After falling more or less steadily ever since the end of 1973, sales of new vehicles last October moved higher and have not looked back since. During the first three months of this year, sales of domestically-made cars jumped 25 per cent. to just over 2m. and in the middle of last month the rate of advance accelerated still further to well over 50 per cent.

Over these same six months of booming new car sales, the larger U.S. car makers have also benefited from an abrupt and perhaps equally unexpected swing of demand away from smaller vehicles. Brought to the height of popularity by the oil embargo-induced petrol shortages, sales of smaller sub-compacts and compacts moved strongly against the general industry pattern throughout 1974 and early 1975. Now this trend has been reversed and Detroit, which for all its diversification remains wedded to traditional "gas guzzlers," is reaping the rewards.

Nowhere is this trend more apparent than in the recent dismal sales performance of imported cars which, with a few obvious exceptions at the more expensive end of the price scale, have a justifiable reputation for greater fuel economy. In a mirror image of the general upturn domestically, sales of imports last autumn reversed their 24-month boom and started falling. During the first quarter of this year, imports took a mere 10 per cent. share of the total U.S. new car market, compared with over 20 per cent. 12 months earlier.

Even now, Detroit remains somewhat confused as to why the basic recovery was so unexpectedly strong and the switch away from low petrol consumption cars so violent. The upturn last autumn was almost certainly sparked off by the relatively modest price increases of new model year vehicles. In the context of the strongly recovering economy, easier and cheaper personal credit and a sharp relative decline in the average personal debt burden, this was enough to bring back into the market consumers who had previously put off buying replacement vehicles.

There is also some belief and

evidence that 1974 buyers of smaller cars decided to trade up to larger ones when it came to replacement, since memories of the oil embargo and petrol shortages were receding. Above all else, social analysts have noted the continued strong link between big car ownership and U.S. community status.

Sales of U.S.-made sub-compacts have collapsed during the last six or seven months. Their share of the total U.S. market has slipped from over 18 per cent. a year ago to no more than 12 per cent. now. American Motors (AMC), Detroit's one real small car specialist, was of course hardest hit, but even GM, Ford, and Chrysler have been forced to cut back their once ambitious small car expansion plans. Smaller car divisions are still having to resort to huge price rebates, free optional extras, and even selective plant closings and laying off men to

## MARKET SHARES BY CAR SIZE

(All figures per cent.)

	1974	1975	1976 (first quarter)
Sub-compacts	13.2	18.4	11.8
Compacts	18.6	20.9	22.9
Intermediates	21.9	20.4	27.4
Full size	25.1	18.2	22.9
Imports—all sizes	17.3	21.9	13.8

balance dull sales against excessive output.

The Big Three's current total stocks of unsold new cars are now well below the 60 to 70 days supply normal at this time of year. Broken down by size, however, the divergence is immense. Stocks of larger cars such as Oldsmobiles, Chevrolets and Buicks are now equal to no more than 20 or 25 days supply. At the same time, stocks of such typical smaller cars as Chevrolets (C30), Pontiacs (Ford), Vegas (Chrysler) and Pacers (AMC) are between 100 and 130 days. There is a very real fear that the coming months could see a famine of larger vehicles and an uncontrollable glut of smaller ones.

While the car industry may have been caught off balance by the timing and the strength of the big car sales upturn, it was very fortunate that the surge occurred when it did. In the final quarter of the calendar year, in any other three month period, Detroit's continuing worries about how long the surge would last would almost certainly have resulted in production being held back in anticipation of a reaction. As it was, companies were operating plants at full capacity in an attempt to build up stocks of new vehicles.

Since the start of this year, at least with large cars, the Big Three have been operating at virtually full capacity, working double shifts and on Saturdays on most lines. The U.S. car makers combined are working at a rate which would result in annual production of 9.05m. cars, compared with 9.5m. in peak 1973 and a theoretical upper limit (all lines at maximum levels) of 11.5m. Yet, as decreasing stocks indicate, this may not be enough to meet demand.

Production in Canada can obviously be increased to supply excess U.S. demand and,

drop at AMC). If, however, car makers run through their existing four weeks' supply of tires, or the auto talks bog down because of continuing high unemployment at the small car end of the industry, these targets will almost certainly be missed.

But unless something really dramatic occurs, it seems clear that the Big Three will manage to turn in significant profit improvements over 1975. In the first quarter GM lifted its profits 14-fold and both Ford and Chrysler turned in profits, compared with losses in the same three months of last year. Big cars will continue to be most profitable (thanks partly to average higher value optional extras) while the industry's relatively high level of fixed costs ensures that the current total volume gains pass quickly into profits.

In the autumn, the industry is going to have to decide whether to risk dampening sales by making larger price increases than expected.

If stocks continue to remain low, the companies will have the option of risking a sales downturn and building vehicles for inventories. However one looks at it, the very heavy planned capital expenditures over the next few years, used or less, demand continued high profits, and at least some move to recover higher costs, such as wage and steel rates.

At the same time, Detroit is going to have to come to terms with the changing patterns of demand for cars and, above all else, continuing suggestions that American car buyers have apparently decided to replace their vehicles less frequently. While it can still be argued that the future automobile market in this country will inexorably shift towards vehicles relatively more economical on fuel (thus small sizes), such a commitment in today's market could prove very hasty.

## Panama in tuna fishing dispute

PANAMA CITY, May 6.

Panama ordered a gunboat to intercept them, but two boats got away and the others fled to canal zone waters.

Meanwhile, five home-made bombs exploded here today in widely-separated districts. Police said there were no reports of casualties or major damage, but they had no clue as to who planted the bombs or whether there was any political motive.

The U.S. and Panama have been negotiating since 1974 over the status of the Panama Canal. Panama wants to end the 1903 treaty which gave the U.S. sovereign rights to the canal. Agencies

## Argentinian cost of living

BUENOS AIRES, May 6.

THE COST of living in Argentina in the last 12 months has increased by 713.4 per cent., it has been officially reported. This is a world record.

During the first four months of 1976, the cost of living increase was 154.5 per cent. In March, it was 38 per cent. and in April—the first full month of the new military regime—34 per cent.

Meanwhile a member of

team from the Inter-America Development Bank now in Buenos Aires has estimated that Argentina will receive IAD credits totalling \$350m.

## Portrait of a Centenarian

Steel constructions and works production scrap weighing many tons will be cut into smaller pieces by hydraulic shears, or crushed by hammers for steel works or foundries. Old material for new steel. This is our job.

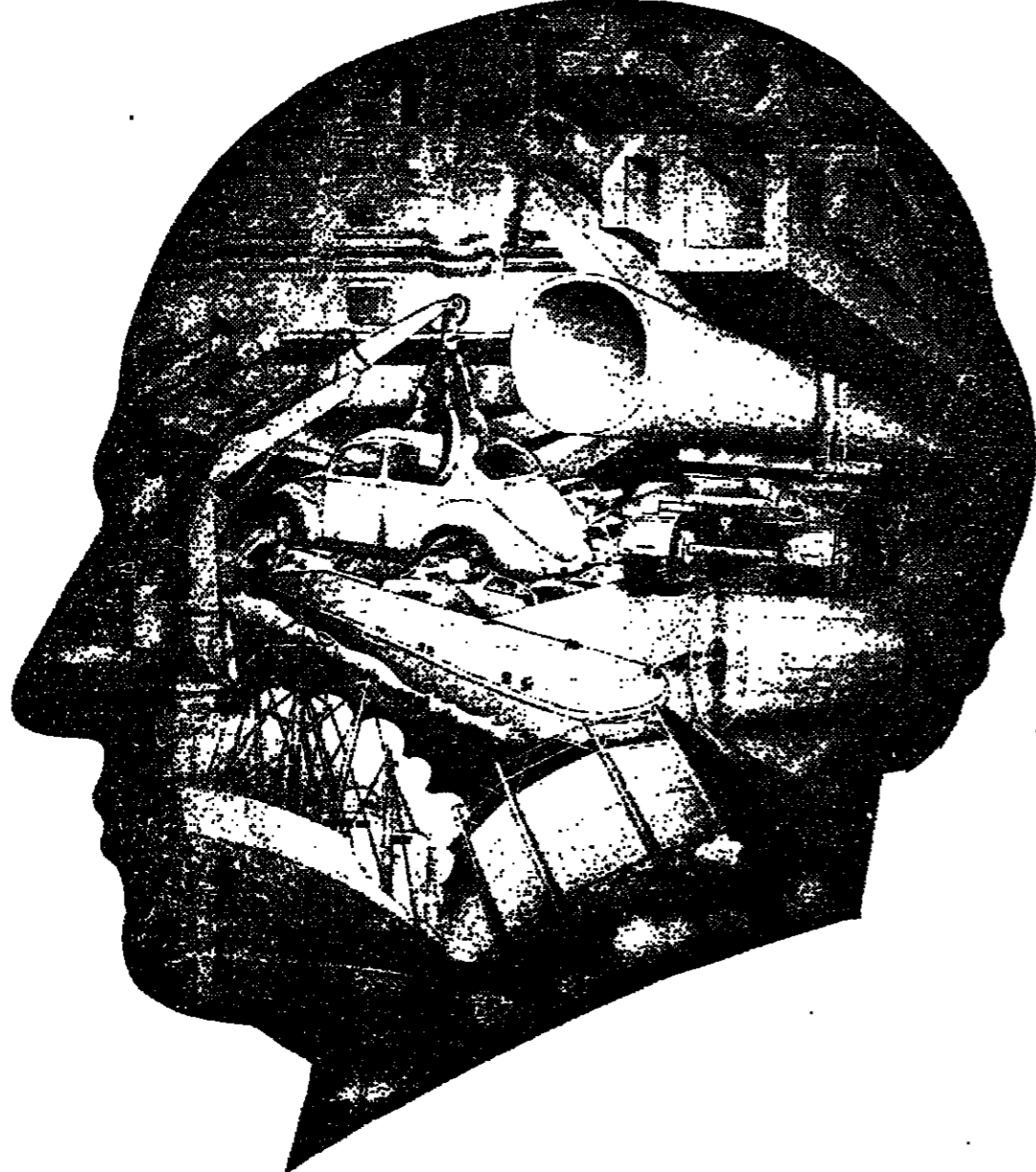
Obsolete ships are being demolished or converted to pontoons, which carry bulky and heavy loads over oceans and across rivers. We sell and lease pontoons.

Steel—sheets, plates, tubes and profiles from all over the world for the whole world. That is our trade.

Steel plate and steel sheets are being cut and



EISEN UND METALL  
AKTIENGESELLSCHAFT  
GELSENKIRCHEN - WEST GERMANY



## Key position

At the intersection of Europe's highways, at the major junction of Europe's rail network, with direct waterway connection to the United Kingdom, Belgium, France, The Netherlands and Switzerland, and with a "Drive-in Airport" only a fifteen-minute run from the town.

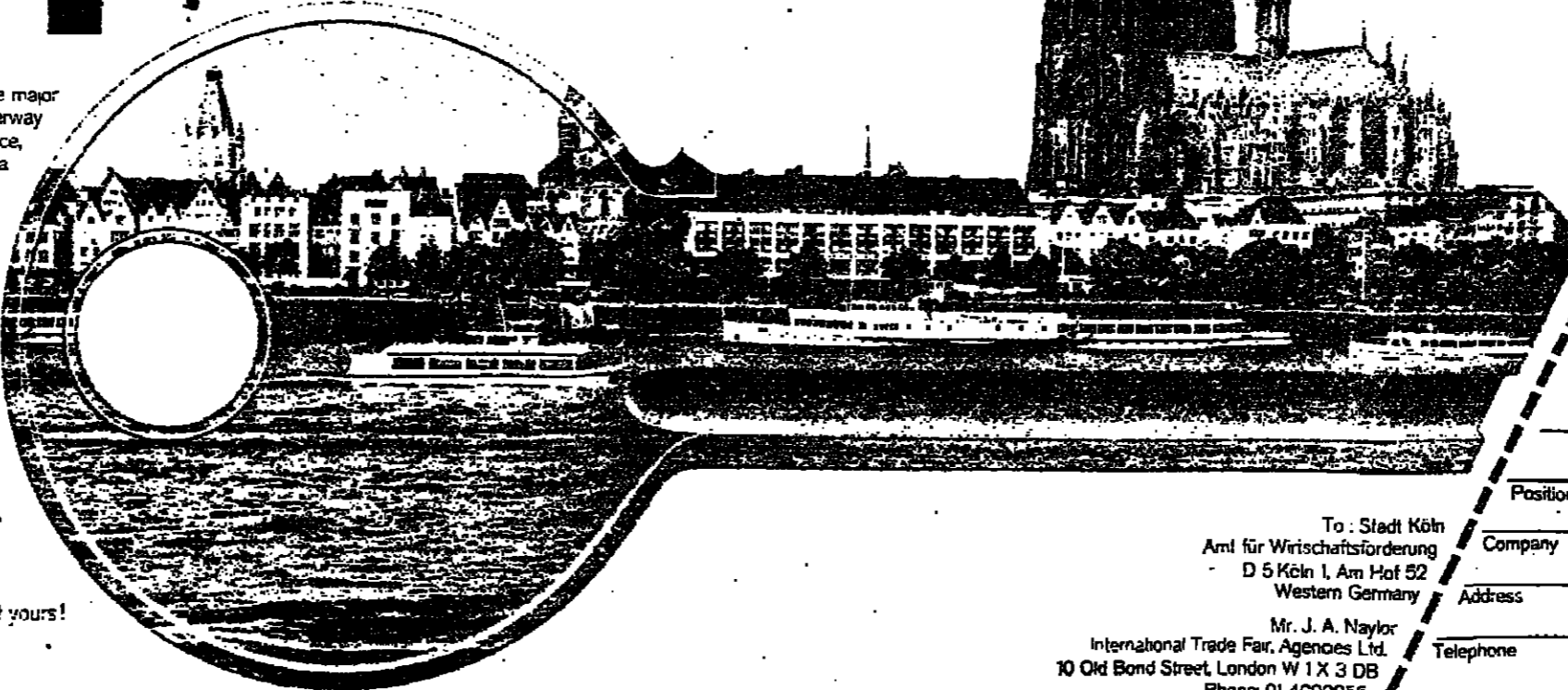
Its geographical key position in Europe is offered by Cologne.

Industrial, banking and insurance centre. Europe's venue for international trade fairs and exhibitions. A market of four million people. With a trained manpower for trade and industry.

Cologne offers developed industrial sites with immediate access to transport facilities and in sizes to suit everybody.

**Cologne**

Centre of Trade for 2000 years—make it yours!



To: Stadt Köln  
Amt für Wirtschaftsförderung  
D 5 Köln 1, Am Hof 52  
Western Germany

Mr. J. A. Naylor  
International Trade Fair, Agencies Ltd.  
10 Old Bond Street, London W1X 3 DB  
Phone: 01 4090956

Please send me further information about Cologne.

Name

Position

Company

Address

Telephone

مكتبة الأهل

OVERSEAS NEWS

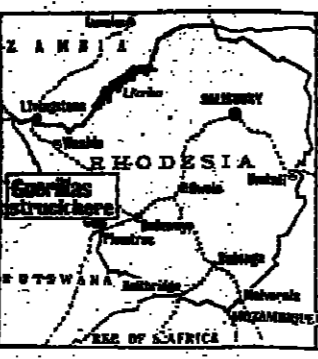
# Rhodesia facing a fresh threat

BY TONY HAWKINS

SALISBURY, May 6

GUERRILLAS have tried to sabotage the railway line from Bulawayo to Botswana near the Rhodesian/Botswana border, an official communiqué revealed today. This is the first such attempt at guerrilla activity in the south west of Rhodesia and gives rise to speculation that guerrillas are now operating from within Botswana for the first time. However, the Communiqué does not give any details of whether the guerrillas came from Botswana or from Mozambique. It merely says that an attempt was made to sabotage the railway, causing minor damage, which was subsequently repaired. No delays to passenger traffic resulted.

All rail passenger traffic and a small proportion of goods traffic between Rhodesia and South Africa via the line, the Communiqué also revealed that eight more guerrillas had been killed and



others captured in counter-insurgency operations. One white and one black soldier have also been killed. An African curfew breaker and an African woman who was "running with the terrorists" were also killed and quantities of arms and ammunition were captured.

# Surprise PRP win in Durban election

BY STEWART DALBY

JOHANNESBURG, May 6

THE anti-apartheid opposition, Progressive Reformist Party caused an upset in the important South African White by-election yesterday by beating the well entrenched United Party at Durban North.

Mr. Harry Pitman, the Progressive Party candidate, won by gaining 57.3 per cent of the vote in a four-cornered race. His victory represented a swing of 38.6 per cent away from Mr. Ron Reynolds, the United Party candidate.

A jubilant Mr. Colin Eglin, the leader of the Progressive Reformists, who now have 12 seats in the 171-seat South African White Parliament, immediately said after the results were known: "Two clear messages came from Durban North—the PRP is the instrument for effective constructive opposition and the voters want enlightened changes to be made away from race discrimination."

Political observers here were inclined to agree with the first part of Mr. Eglin's statement but not necessarily with the second. Durban is traditionally the heartland of the White English-speaking South African, Durban North has always been rock solid for the United Party, the party of General Jan Smuts, the country's World War II hero and leader.

When the Progressive Reformists last contested the seat in the general election of 1974 they lost their deposit. The Progressive Reformists are now claiming that they should become the official opposition, since if the United Party has lost Durban North it cannot consider any of its 38 seats safe. The Progressive Reform Party is more aggressive than the United Party. It stands primarily for better opportu-

ties and advancement of Blacks and an easing of the ruling Nationalist Party's race policies. The United Party has seemed yesterday by beating the well entrenched United Party at Durban North.

One political commentator said "the United Party is like Mr. Ian Smith in Rhodesia: obituaries are always being written but there it still is." He did concede, however, that there was obviously a definite "transference" to the Progress, but said this could not really be construed as a swing by the electorate in favour of more radical policies on internal détente.

Far more significant, he thought, were the gains made by the Nationalist Party candidate, Dr. Denis Worrall. He came a close third behind the United Party candidate. In the 1974 election the nationalists did not even bother to contest the seat, feeling it was diehard English speaking territory. The strong swing towards the Afrikaaner-based Nationalist Party, which has 122 seats in Parliament, was seen as a ringing endorsement for the "verligte" or "enlightened" policies of Mr. John Vorster, the Prime Minister.

Political observers feel that in the uncertain times for South Africa, Mr. Vorster is moving at the right speed. He is trying to resurrect his détente with neighbourly African countries, but is doing very little about changing the situation internally. An Independent, Mr. Martin Louw, who ran a campaign based on Rhodesia and the lack of assist to South Africa, is giving Rhodesia, vanished without trace and lost his deposit.

# MPLA confiscation

BY JANE BERGEROL

LUANDA, May 6

SEVEN MAJOR industrial concerns were confiscated yesterday and placed under Angolan State control as the MPLA Government has begun step by step implementation of its May Day law confiscating economic assets abandoned by Portuguese private entrepreneurs. Among the seven concerns are the Champalimaud group's steelworks, a cement plant, two textile companies and three sugar companies.

Twelve agricultural companies in different parts of the country have also been confiscated.

The Government is examining each case individually. Shares owned by foreign non-Portuguese private interests are exempt from State control or confiscation, as exemplified in the case of one of the textile companies confiscated whose Dutch shareholders are specifically stated to be outside the scope of the Government's action.

In each case of confiscation, the Government has made specific

charges against the former owners. Thus the cement company is charged with having misappropriated funds (considered a case of "economic sabotage") as well as having been abandoned by its management which closed part of the works. The Champalimaud group's steelworks have been confiscated as a strategic industry needed for national reconstruction and currently in a critical financial position "fundamentally due to a bad financial policy aimed at favouring the Champalimaud group's interests." Its monopolistic position in the economy is also cited.

During the last six weeks a number of other abandoned Portuguese interests have come under various forms of State control.

At present, however, the impression is that the Government's main preoccupation is to get the economy moving again, and that its legislation is aimed at empowering the authorities to start production moving in paralysed factories and plantations.

# Friendship pact agreed

BY KENNETH RANDALL

CANBERRA, May 6

OFFICIALS of the Australian and Japanese Governments have agreed on the text of a basic treaty of friendship and co-operation, described by the Prime Minister, Mr. Malcolm Fraser, as "unique in the history of international relations."

Mr. Fraser told Parliament today that approval of the draft treaty by the two Governments was regarded as a formality since the issues involved had been referred to both parties progressively as they arose during negotiations.

Mr. Fraser and the Japanese Prime Minister, Mr. Miki, will sign the treaty during the Australian Prime Minister's visit to Japan next month.

Mr. Fraser said the treaty was "designed to be an umbrella under which further agreements may be made and relations developed in specific areas. It would give each party significant benefits. The treaty will be the most important step ever taken by an Australian Government in our relation with Japan."

# Japan's 20-year N-plan

The Nuclear Energy Council, an advisory body to the Japanese Government, has tentatively compiled a 12,400bn. 20-year nuclear energy development programme, the Ministry of International Trade and Industry announced yesterday. A.P.I. reports from Tokyo. The Council is expected to compile and submit its final

recommendation on the programme by the end of next March. The tentatively compiled programme calls for development of a 7,000-tonne per-year uranium ore mine overseas, construction of a large-scale uranium reprocessing plant by 1987, and establishment of an organisation to promote disposal of radioactive materials.

# Ethiopia's revolution tumbles towards anarchy

BY A CORRESPONDENT

ETHIOPIA is only a short step away from total anarchy, a fact the country's Provisional Military Administrative Council has come to admit. The Government was in fact as close to confirming as it recently can. Addresses to the nation, proclamations, march statements and warnings have been showered on the people living in reasonably well-defined districts of the urban areas to current short rans. The most remarkable development was a statement threatening "stern measures" against lockout on armed robbery and disruption of the private sector of the economy.

The statement, which on the official Ethiopian News Agency's teleprinters ran to six feet of paper without the benefit of paragraph spacing, conveyed a sense of desperation in its confused use of the Marxist idiom. It spoke of "reactionaries" misleading the "oppressed masses" into selling their "plough oxen, produce and carts" because the working class had been deceived into believing that the Government intended to nationalise them.

## Kabellas

Members of the "petty bourgeoisie" — petrol pump owners, grocers, and the owners of small businesses — businesses were not, the statement said, the "class enemies" of the revolution. They had been just as much "oppressed" by the previous regime as the "broad masses" and were not, therefore, to be interfered with since they were running their affairs "in

curfew have been imposed by the kabellas. In a country where some years ago, asserted that there were 70,000 weapons in private hands in the capital alone. In at least one instance housebreaking — for instance — many of the kabellas, an arsenal of AK-47 automatic rifles is being assembled. "We have three" stopped three times in the course of a night's drive across Addis at "informal" roadblocks set up by kabellas — or, since worry to the Government than

"We have succeeded in creating dozens of private armies." Ethiopian civil servant.

there is often no way of identifying them, by sharp shifts (bandits) who have cashed in on the development. The minor inconveniences are as nothing compared with the very real power some of the kabellas have developed. The Government, surely, can have had no idea that certain of the kabellas, in densely-populated areas, would have an income of \$5,000 and more a month — a fortune in Ethiopia — from the collection of house rents alone. Such amounts can buy both power and guns in Ethiopia. A proclamation promising the return of democratic rights, the proclamation gave the appearance of allowing new political parties to be formed in a "national democratic revolution." But such parties will have to toe a line drawn by a "united revolutionary front," and will depend for their

existence on a favourable judgment from a group to be set up to decide whether each party is in line with the "aims and objectives" of the revolution. Quite how such decisions will be reached, and by whom, is the subject of much heated debate in Ethiopia. Present guessing is that a 15-man civilian politburo, headed by Haile Fida, will make the decisions.

The proclamation, a vaguely worded document, is believed to be the strongest indication yet of how desperate the Government is in its fight to retain control of a situation which could burst into flame. Sources close to the Derg (the ruling military council), say the Government was forced into making the proclamation prematurely by the strength of the opposition propaganda in the rural areas. There is strong evidence to support this view. Left-wing groups in the capital have dismissed the proclamation as just another crude attempt by the military to justify their remaining in power.

In a nationwide radio and television address which preceded the proclamation, the First Vice Chairman of the Provisional Military Administrative Council, Major Mengistu Haile-Marium, spoke of rebellions in Wollega, Begheindir and Semien, Bale, Sidamo, Kaffa, Shoa, Wollo and Gojjam. He also said, in some things of an understatement, that "our surroundings do not favour our revolution." Major Mengistu also made a great deal of

the plight of the "oppressed masses." The most potentially dangerous development is only beginning. The underground press — Ethiopia's only genuine growth industry — is branding the Government as a "fascist military dictatorship" and is warning, earnestly, that fascism has never been overthrown anywhere without the spilling of much blood. Workers, students and "progressive socialist forces" are being told in pamphlets that they must be prepared to sacrifice their lives to overthrow the regime.

## Chaos

It has been fashionable for the past year to say, after one administrative blunder after another, that the Government cannot survive much longer. Now, with two opposition parties — the pro-Derg Ethiopian Revolutionary People's Party, and the pro-Tesfaye A. Ethiopia Socialist Movement (the Broad Masses' Party) — both justifiably claiming wide and open support, and the chaos in the countryside, the process of disintegration is gathering speed. But the central question remains, who takes over if the military are overthrown? One Western diplomat in Addis, a keen student of Ethiopia's intricate history, believes the country is heading for a return to the historic situation of a dozen or so hostile provinces being ruled by petty war lords. On the available evidence he could be right.



# Go out with the girls of the 51st State of America.

Some of the nicest things about Pan Am are the stewardesses who look after you when you fly.

Like the girls of any other state of America they come from all nations.

So they know how to make you comfortable from one end of the earth to the other.

With drinks from American cocktails to gin and tonic to cold beer.

With a choice of 3 main courses in Economy.

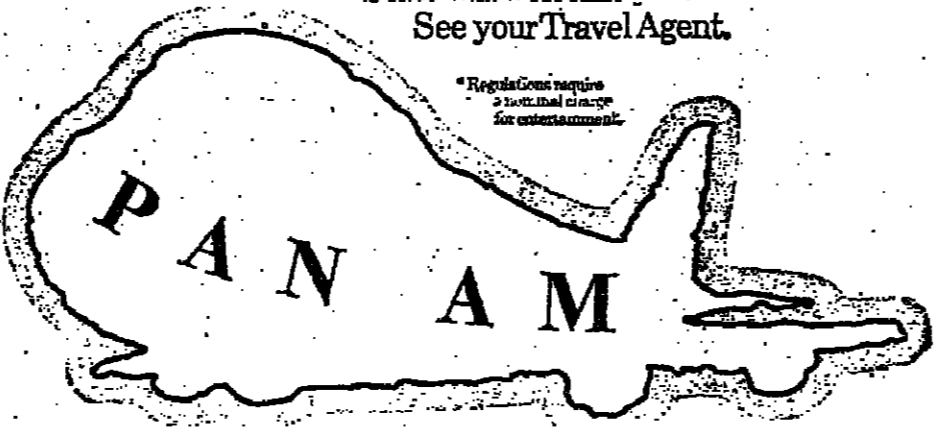
With blankets, pillows, newspapers, magazines.

And everything with Pan Am's good-humoured hospitality.

In between all that you can watch one of two recently released movies, listen to 8 tracks of stereo,\* or just stretch out in the generous and comfortable seats.

Pan Am's World is truly international. So wherever you go, the girls of the 51st State will welcome you.

See your Travel Agent.



THE 51st STATE OF AMERICA.

PAN AM. The world's most experienced airline.

## LEGAL NOTICES

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ROWE DECORATIONS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 13th day of March 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

**FREEDMAN & CO.**  
15 Abchurch Lane,  
London EC4N 3DF.  
Solicitors for the Petitioner.

NOTE—Any person who intends to appear on the hearing of the said Petition must serve on, or send by post to, the undersigned, in writing, his intention to do so, and must state the name and address of the person, or firm, or his or her solicitor, if any, who must be served by him or her, and must be served in sufficient time to reach the above-named address not later than four o'clock in the afternoon of the 21st day of May 1978.

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ARCHWAY PLASTICS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 5th day of April 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ARCHWAY PLASTICS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 5th day of April 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ARCHWAY PLASTICS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 5th day of April 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ARCHWAY PLASTICS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 5th day of April 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ARCHWAY PLASTICS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 5th day of April 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ARCHWAY PLASTICS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 5th day of April 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ARCHWAY PLASTICS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 5th day of April 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ARCHWAY PLASTICS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 5th day of April 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ARCHWAY PLASTICS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 5th day of April 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

**IN THE HIGH COURT OF JUSTICE**  
Chancery Division, Companies Court.  
In the Matter of ARCHWAY PLASTICS LIMITED and in the Matter of the Companies Act 1967.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 5th day of April 1978, presented to the said Court by the undersigned, who is a creditor of the said Company, and that the said Petition is directed to be heard before the said Court at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 24th day of May 1978, and any creditor or contributory of the said Company desiring to oppose the making of an order on the said Petition must appear at the time of hearing in person or by his counsel, and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

## BOND DRAWING

**IRELAND 9 3/4% 1974/1984 UA 20,000,000**  
Bonds for the amount of UA 1,000,000 have been drawn for redemption in the presence of a Notary Public on April 23, 1978.  
The Bonds will be reimbursed coupon No. 3 attached on and after June 12, 1978.  
The numbers of the drawn Bonds are as follows:  
12,845 to 13,844 incl.  
Amount outstanding: UA 18,000,000.

**THE FISCAL AGENT**  
**KREDIETBANK**  
**S.A. Luxembourg**  
Luxembourg May 7, 1978.

## ELECTRICITY SUPPLY COMMISSION

**FINTRUST S.A.**  
Luxembourg  
Notice is hereby given that in accordance with the provisions of the Law of 1974, the Commission for the Regulation of the Electricity Market has decided to draw bonds for the amount of UA 20,000,000, 9 3/4% 1974/1984 UA 20,000,000, in the presence of a Notary Public, on April 23, 1978.  
The bonds will be reimbursed coupon No. 3 attached on and after June 12, 1978.  
The numbers of the drawn Bonds are as follows:  
12,845 to 13,844 incl.  
Amount outstanding: UA 18,000,000.

## SOCIETE DE DEVELOPPEMENT REGIONAL (S.D.R.)

**8% 1971/1986 UA 12,000,000**  
Bonds for the amount of UA 2,000,000 have been drawn for redemption in the presence of a Notary Public on April 23, 1978.  
The Bonds will be reimbursed coupon No. 3 attached on and after June 12, 1978.  
The numbers of the drawn Bonds are as follows:  
12,845 to 13,844 incl.  
Amount outstanding: UA 18,000,000.

## CONTRACTS AND TENDERS

**A. G. McKee & Co.**  
YACHTS AND BOATS  
INTERNATIONAL PUBLIC  
AUCTION NO. 20

**PURPOSE:** Supply of approximately 5 ton standard annealed electrolytic copper bare cable: 70, 35 and 16 MM<sup>2</sup>—for a refinery at Cochabamba, Republic of Bolivia.

**OPENING OF BIDS:** On June 10, 1978 at the below-mentioned offices, at 11:00 a.m. The bids will be received until that date.

**PRICE OF SPECIFICATIONS AND BIDDING CONDITIONS:** U.S. \$25.00 or its equivalent.

**INTERNATIONAL PUBLIC AUCTION NO. 21**

**PURPOSE:** Supply of approximately 97 ton thermoplastic insulated electrolytic copper cable (several sizes), for 1.1 and 3.3 KV, service tension, with and without armor, in accordance with IEC 60227, S-4-402 and U.S. 83 Underwriters.

**LABORATORIES:** Standard—for a refinery at Cochabamba, Republic of Bolivia.

**OPENING OF BIDS:** On June 23, 1978 at the below-mentioned offices, at 11:00 a.m. The bids will be received until that date.

**PRICE OF SPECIFICATIONS AND BIDDING CONDITIONS:** U.S. \$50.00 or its equivalent.

**BID BOND:** 0.5% of the amount of the bid.

**INQUIRIES AND DOCUMENTATION:** All inquiries must be made and specifications and bidding conditions may be secured at the offices of A. G. McKee & Co., Argentina, S.A., Hipólito Yrigoyen 447, 8th floor, Buenos Aires, Argentina.

**VALIDITY OF OFFERING:** Ninety days following bid opening date.

**FINANCING:** BY THE BANCO INTERAMERICANO DE DESARROLLO (INTERAMERICAN DEVELOPMENT BANK), in accordance with Contract No. 125 OC-BO with the Government of the Republic of Bolivia.

**ART GALLERIES**

**AMBER, BERNARD, S. & SONS**  
100, Old Bond St., London W1A 1AA.  
Tel: 01-479 1111. Until 22nd May.

**COLUMBIA, 10, Old Bond St., London W1A 1AA.**  
Tel: 01-479 1111. Until 22nd May.

**CURTIS GALLERY, 10, Old Bond St., London W1A 1AA.**  
Tel: 01-479 1111. Until 22nd May.

**DEBORD HOUSE GALLERY, 100, KINGSWAY, LONDON W2C 2JL.**  
Tel: 01-479 1111. Until 22nd May.

**ROBERTS, 10, Old Bond St., London W1A 1AA.**  
Tel: 01-479 1111. Until 22nd May.

## COMPANY NOTICES

**ANGLO AMERICAN GOLD INVESTMENT COMPANY LIMITED**  
(Incorporated in the Republic of South Africa)

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

**NOTICE OF GENERAL MEETING**  
Notice is hereby given that the Annual General Meeting of the Anglo American Gold Investment Company Limited will be held at 44, Main Street, Johannesburg, on Monday, 1st June 1978, at 12:00 p.m.

## HOME NEWS

## Special Air Services men held in Ireland

BY OUR DUBLIN CORRESPONDENT

EIGHT MEMBERS of the Special Air Service were taken to Dublin yesterday after being arrested about 300 yards inside the Irish Republic.

The men in plain clothes and carrying guns, were intercepted by Irish troops and police near a caravan site at Omagh, Co. Louth.

They were taken to Dundalk police station for questioning and brought to Dublin to appear before the Special Criminal Court which deals mainly with terrorist-type offences.

A Government statement said it was a matter for the Director of Prosecutions to decide whether the men should be charged. He had decided to institute court proceedings.

The British Ambassador to Ireland Sir Arthur Galsworthy was later called to the Department of Foreign Affairs in Dublin where he was informed of the decision to bring the men before the court. A British Army spokesman claimed that

the crossing like hundreds of others in the past year was accidental. A number of people living in the Omagh area said, however, that the men were about to search the caravan park for Republican prisoners who escaped from the Maze Prison on Wednesday.

The incident stirred up a political row in Dublin. Two attempts to raise the matter in the Dail, the Irish Parliament, failed, however.

**Bill approved**  
Justice spokesmen for the Pianna Fall opposition, Mr. Gerry Collins, unsuccessfully requested a statement from Justice Minister Patrick Conner. Later, a bid to have the matter discussed on the adjournment of the House by Independent Republican, Mr. Neil Blaney, was ruled out of order by the Speaker, Mr. Sean Treacy.

In another development the Irish Supreme Court ruled that a new Fugitive Offenders Bill is not repugnant to the constitution.

The comments coincided with the release of the Association's quarterly bulletin, which showed average—and some society members clearly believe that advances could still be stepped month, as high as in 1973. In the first quarter of this year, big price rises.

There is official concern, however, that because societies tend to enter into commitments on loans some months ahead and because it is virtually impossible to detect from short-term price statistics what is happening in the longer-term, there is an inevitable risk that an impatient house price explosion could not be identified before it was too late.

Societies have pointed out, however, that house prices are still high in relation to incomes, while council rents are low on the same basis. Demand also remains comparatively low in relation to supply, so prices have risen only moderately.

The Association's bulletin says that there has been an increasing concentration of lending towards first-time buyers and older properties, reflecting the cut in local authority lending.

**NHS inquiry 'will not duck political issues'**  
BY DONALD MACLEAN

THE ROYAL Commission of Inquiry into the National Health Service will aim its work at "all" matters "properly the concern of patients and NHS," Sir Alec Merrison, chairman of the Commission, said yesterday.

The idea was in line with the terms of reference of the inquiry. "We shall not duck issues merely because they are politically sensitive."

At the same time, the work being done by the commission, which held its first meeting yesterday, was aimed at relatively long-term results.

**Training Board backs 'progressive' teaching**  
BY MICHAEL DIXON, EDUCATION CORRESPONDENT

UNEXPECTED SUPPORT for a College of Science and Technology—with other studies under attack as less efficient than the older formal methods at teaching the "Three Rs"—came from the Engineering Industry Training Board yesterday.

Mr. Frank Metcalfe, ETB chief executive, told the Institute of Personnel Management's London conference that a three-year study of the industrial performance of people taught by different methods indicated that informally-taught people had noticeably better "planning" skills.

He defined these skills broadly as the ability to think for themselves and organise their work. Mr. Metcalfe linked this finding from research at the Chel-

sea College of Science and Technology, with other studies which indicated that the plan-ning skills were rarer and more difficult to inculcate than the "Three R" abilities which research by Lancaster University suggested were generally taught more effectively by formal methods.

"So the problem of which methods are best looks to be more complicated than it might seem."

One possible implication is that formal methods might be best applied in teaching basic skills at the primary-school level, with informal approaches being applied at later stages. Present practice, however, is largely the other way round.

**Company failures highest for 16 years**  
BY TERRY WILKINSON

THE NUMBER of companies which failed in the first three months of this year was the highest for 16 years.

Figures released by the Department of Trade yesterday show that 1,535 failed in the quarter of which 692 were compulsory liquidations in the courts and 844 creditors' voluntary windings-up.

The overall total is about 5 per cent higher on a seasonally adjusted basis than in the previous quarter, and some 26 per cent higher than in the corresponding period of 1975.

These figures sustain the continuously rising trend in company insolvencies seen since the third quarter of 1973 when 974 companies collapsed.

As in the past, the trend in liquidations has persisted beyond a turning-point in the economy, largely because of delays associated with winding-up orders in the courts.

## Education has failed industry—ex-Minister

BY MICHAEL DIXON, EDUCATION CORRESPONDENT

A FORMER Labour Minister of State for Education yesterday attacked heads of the Department of Education and Science for ruling out action to bring higher education more into line with industry's needs of managerial manpower.

The "manpower-planning approach" he was advocating was definitely not the sort of detailed, directive exercise which Mr. Gerry Fowler, Lord Crowthorne's successor as Minister for higher education, condemned as impracticable in a speech on Friday.

"I was advocating something very much broader than that," the former Minister declared.

**Broad view**  
"What I envisaged was a very broad category manpower budget—rather than in specifically occupational terms—forecasting for 10 or more years ahead the country's likely need for engineers, scientists and new general purpose people, with these forecasts up-dated—say—every two years."

The education service must show it had a contribution to make to the solution of the country's economic problems, Lord Crowthorne-Hunt added.

Educational institutions and North American countries tended to have been educated as "technical generalists." Of a study of French managers, for example, six out of every ten had been engineers by training, and three of the others had been educated in economics or "modern-world" law.

Even so, said the former Minister—who is a historian by training—the British tendency seemed to be to produce more arts-side people, and fewer people with training that corresponded with that of the technical generalists overseas.

"We now have the absurd situation in which the universities are spending money converting empty science and engineering places for use by those wanting to read arts degrees, and the polytechnics are devoting an increasing amount of their efforts to the production of sociologists."

**Differential grant**  
"And it is the universities' interest to fill the places with anyone, because that's how the University Grants Committee's grants system works."

Lord Crowthorne-Hunt thought that one possible remedy might be the introduction of differential grants, higher for those studying technology and science topics than for their counterparts on the arts side.

The prime need, he said, was for Government action which could guide higher educational institutions towards adjusting their output according to the adequately sound-proof school.

**Minister to visit jet noise school**  
A SCHOOL near Heathrow Airport where a teachers' union claims pupils have higher than average hearing disability, was visited by Mr. Clinton Davis, Minister of State for Education.

Beavers Junior School, Hounslow, is within 500 yards of one of the airport's runways, and only two of its classrooms are sound-proofed.

According to the National Union of Teachers, a survey at the school has shown that children have a higher than average hearing disability although the local authority would not specifically attribute the noise of screaming jets.

Mr. Dick Boland, a NUT official said yesterday that the aim has been to persuade Mr. Davis to allocate a grant enabling the school to be sound-proofed.

The union estimates that its institutions towards adjusting their output according to the adequately sound-proof school.

**Two more frigates to support trawlers**  
BY DAVID BUCHAN

THE ANNOUNCEMENT yesterday that two more frigates and a civilian tugboat had been sent to Icelandic waters "evens the odds with the gunboats," a British Trawler Federation spokesman said in Hull last night.

The six frigates will now match the number of gunboats—the Icelanders are now fielding—the trawlermen tend to discount the seventh and smallest Icelandic gunboat, a converted whaler nicknamed "Moby Dick."

It was not immediately clear what the reaction of the British skipper on the Icelandic grounds would be to the announcement by Mr. Fred Peart, the Agriculture and Fisheries Minister.

هناك اهل

The Financial Times Friday May 7 1976

9

# Wherever he goes the No.1 man has a car waiting.

Join the Hertz No.1 Club and so can you.



PHONE BEFORE YOU LEAVE. SIGN AND GO.

When you're a Hertz No.1 Man, you can have a car waiting for you in Europe or America wherever Hertz operate, whenever you ask for it.

All you do is phone the number at the bottom of the page before you leave, and when you arrive at the Hertz counter all you do is show your driver's licence and your credit card — and you're away.

No waiting for your form to be filled in. It's filled in for you before you arrive from information you give us when you join.

The car that's ready and waiting will be a Ford Escort, Granada or another fine car. Thoroughly cleaned, checked and serviced for as many miles of smooth, easy motoring as you'll ever want to do.

If it sounds easy, that's because it is. And that's why during the past three years, over one and a half million people throughout the world, have joined the Hertz No.1 Club.\*

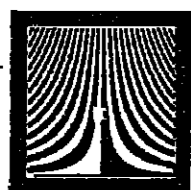
No introduction needed. Membership is free. And above all no waiting. So don't wait any longer. Get your application form now at any Hertz counter.

Or when you next rent a Hertz car, ask to be enrolled automatically.

\*In Germany, the Hertz VIP Club.



**Hertz No.1 Club**  
**01-402 4242**  
PHONE. SIGN. AND GO.



# The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

## HANDLING

### Heavier loads to go by tube

USES FOR the Jumbo airtube system announced recently by Dialect Despatches of Gosport are taking them into industrial materials handling areas previously thought of only in terms of lift trucks and trolleys. One customer is already using the system to carry electrical components to give works service engineers an express supply. In contrast, a system soon to start work at the new Liverpool Teaching Hospital will be used to speed X-ray films to and from the processing unit. That should reduce the delays for patients.

Security aspects have not been lost on the finance world. One company at least is to use the system to carry valuable documents to and from its vaults. These airtube systems operate by propelling carriers through a pvc tube by forced air movement. The tubing in this case is 250 mm. (10 inches) in diameter. Carrier payload is 10 kg. Other uses being considered by industry are to transport nuclear waste products safely and swiftly to disposal points (at up to 20 miles per hour if needed). Goods under manufacture can

also be taken swiftly and cleanly from one process to another—for example paint and tobacco. Tube systems larger than 250 mm. (10 inches) in diameter are perfectly feasible and at the present time the company is working with three clients, all in different industries, who require to move a 25 litre can, for process or sampling purposes. This system will require a 400 mm. (16 inches) tube and carry a load of 30 kg.

No problems will be experienced "landing" the carrier at the receiving station, as the large frontal area of the carrier ensures a soft cushion of air at arrival. Even larger systems will be able to transport economically, payloads of up to one hundred-weight across short distances—a works complex, for example—where the alternative would be to use a small truck. Systems using some kind of public network, perhaps alongside motorways and railways for mail, are a matter for conjecture at present but should now be looked at seriously as a method of light goods transport for the future. The company is at Harbour Road, Gosport, Hants. (0701 57311).

### Sends paper round buildings

DESIGNED for transmitting documents through a building or group of buildings is the automatic integrated container handling (AICH) system developed by Sovex Marshall, Carlton, Nottingham NG4 3DY (0602 249271). Documents are carried in high density polyethylene containers fitted with code reader indicators, which are carried from floor to floor by continuously running elevators. Lateral movement is

by belt conveyors. Containers can be loaded or discharged from side or front and loads carried can be 406 x 305 x 152 mm., weight 9 kg. Each delivery station is equipped with one or more photo-electric units to read the selected destination of the passing containers. When a detector reads the correct code for the delivery station it controls the container is removed from the system at that point.

## LIGHTING

### Floodlights conversion saves cost

LATEST MOVE in the Osram "Fight Back" campaign (energy saving) is the introduction of a Solarstream conversion kit which is claimed to provide savings in energy, lamp and labour costs. By converting 1500 kW tungsten halogen floodlights to SON-L high pressure sodium lamps the company says that up to £70/yr/fitting can be saved. The conversion kit consists of a 250, 310 or 400 W lamp, lamp connectors and clips, control gear prewired in a weatherproof box and instructions for modifying existing fittings. The price of the kit (about £50) can be saved in under a year. Details from Osram (GEC), P.O. Box 17, East Lane, Wembley, Middlesex, HA9 7PG (01-904 4321).

market high pressure sodium lamps, in 1968, Osram says it now has the widest range of such lamps currently available. Over the past ten years the company has spent £3m. on research, which has resulted, in the case of the 400 W lamp, for example, in a 60 per cent improvement in life, a 32 per cent increase in light output, and an 87 per cent improvement in lumens/hr/penny.

## TEXTILES

### Rotor spins long fibre

THE NEW open-end system of spinning yarns in which a number of intermediate processes are eliminated is rapidly gaining ground in a widening spectrum of the yarn-producing trade. Initially it was largely confined to the short fibre, cotton-type trade, but now it is reaching into the woolen and worsted area. Because it is mainly dependent

on a high-speed rotor which has to have a diameter greater than the length of the fibres being spun, the rotor system has had to work at slower speeds with longer fibres, but gradually it is demonstrating its worth and becoming accepted by spinners of these wool-type yarns. The ITC 300, French development by SACM (British agent: B. L. Engineering, 11, Edward Street, Bradford BD4 7BH. Telephone: 0274 34185) which can produce yarns at speeds up to 120 metres per minute. A small unit of this machine is being installed in Bradford shortly in order to allow spinners to test it with their own fibres.

What is particularly significant about this new machine is that it can spin long staple fibre yarns into an extremely wide range of counts—and in the extremes it has now been shown to be suitable for spinning a denier acrylic fibre into Nm 3s, while at the fine end it has converted silk into yarn of Nm 60s. It will operate on woolen, worsted and semi-worsted slivers of all kinds.

## PROCESSING

### Pumps from Germany

TWO PUMPS, one for medium pressures and the other for low, have been developed by the West German Voith Group and are to be marketed in this country by its U.K. subsidiary, Voith Engineering, Ambassador House, Brigstock Road, Thornton Heath, Surrey, CR4 7JG (01-889 0741), later this year.

The medium-pressure IPM and the low-pressure IPN pumps complement the established IPB high-pressure range. Both are based on the internal-meshing gearwheel principle. The IPM will be available in sizes between 3.6 to 36.3 cu. cm. delivery volume to operate at 210 bar with a peak of 240 bar, the IPN from 40.8 to 160 cu. cm. delivery volume at 80 bar with a peak of 120.

Applications for the pumps include hydraulic presses, injection moulding machines, material testing equipment and hydraulic cranes.

### Cools water to save it

MANY British companies are paying between 40p and 70p per 1,000 gallons for process water, depending on location—and frequently also paying to discharge it as effluent.

Delta-Neu has decided, in

consequence, to start a sales drive for its cooling towers on the basis that, with water costs still increasing and pollution control becoming more stringent, there are now few cases in which installation of a closed loop cooling circuit cannot be justified as financially sound. Amortisation of a cooling tower's initial capital outlay can be as little as one year, the company asserts. The Delta-Neu range will handle water flows of from 400 to 275,000 galls./hr. Each model combines optimum heat exchange efficiency, low noise levels and a high degree of resistance to corrosion and algae formation. The company operates from 24, Station Road, Heaton Mersey, Stockport, Cheshire (061 427350).

### Properties of chemical compounds

CHEMICAL ENGINEERS design process plant who are on the Honeywell Mark III time-sharing system can have access to 17 constant and 14 variable properties of 398-chemical compounds, together with the properties of a mixture of up to 20 components. The data is compiled and the system operated by the Physical Property Data Service of the Institution of Chemical Engineers, 165, Railway Terrace,

### River water for plant operation

INCREASING cost of towns water and the likelihood of a shortage this summer is behind the decision by a large chemical works in Northern England to install M and M Donnet straighteners and separators to automate the treatment of large quantities of river water used for cooling and in processing. Three units have been delivered and a further two are under construction for the same customer. This is the first installation of this type of equipment in the U.K.

Jet filters fit directly into existing pipelines, incorporate a number of tubular elements of wedge wire laid in the direction of flow and each have their own flush valve operated by a central control panel. The flow of strained water is maintained during flushing. Flush water consumption is only 2 per cent of total flow. Apertures of 400 microns are used.

Two of the units are fitted with banks of hydrocyclones surrounding the central jet filter for removing sand, silt and other impurities below 400 microns. These discharge heavy material to a collector which is automatically flushed at regular intervals.

Costs involved in purchasing and installing the equipment are quickly regained in terms of water consumption alone. The additional benefits of water conservation, continuity of supply from natural resources, river or sea water, and the reduction of pollutants are not considered the most important factors in the evaluation of water supply systems.

Mason and Marton, M and M House, Frogmore Road, Hemel Hempstead, Herts. HP3 9RW. (0442 63621).

### Solution to a heating problem

EXCEPTIONALLY critical heating needs in the manufacture of plastics sheeting have been met by a special drum heater/contoller system by Eltron (London). The heater has been supplied to the packaging and special films division of Commercial Plastics. The continuous process run by Commercial Plastics produces sheeting for packaging applications, bags and decorative wraps. The heating requirement in their process had in the past been met by open wiring ceramic elements, but these were found to be fragile and the delivery of imported replacements unreliable. The 40kW heater designed and manufactured by Eltron is a stage.

### CONSTRUCTION

#### Pre-sealed board

BITUMEN coated roofing board for use in flat roof construction is totally protected against damage from moisture while stored on site, during laying, or from subsequent condensation. Udal, a specially formulated bituminous compound, the low bearing particle board is weather proofed by being sealed on both surfaces and all four edges. Sealing is carried out on a purpose-built machine.

If insulation is applied above the central jet filter for removing sand, silt and other impurities below 400 microns. These discharge heavy material to a collector which is automatically flushed at regular intervals. Costs involved in purchasing and installing the equipment are quickly regained in terms of water consumption alone. The additional benefits of water conservation, continuity of supply from natural resources, river or sea water, and the reduction of pollutants are not considered the most important factors in the evaluation of water supply systems.

Mason and Marton, M and M House, Frogmore Road, Hemel Hempstead, Herts. HP3 9RW. (0442 63621).

### On stage anywhere

PROVIDING staging for a variety of applications, including theatres, assembly halls, community centres, television and cine studios, hotels, restaurants, trade fairs and conferences, and even for the circus, a system of adjustable modular platforms has been developed by Lodge Co. tracts, Trading Estate, West Molesey, Surrey (01-879 82361)—a Lodge Group company. Constructed of aluminium, each platform measures 2 x 1 metres, and is faced with 25mm. bonded plywood treated to BS476. As an option, this can be surfaced with Exelcon structured asbestos tiles, for non-slip and to reduce wear and noise. Able to support a load of 3000 kg, the platforms can be adjusted to six heights—15, 20, 40, 60, 80 and 100 cm.—by a pantograph device operated by a cable from the platform edge. If necessary the platforms can be raked, and can be linked together to provide any size or shape.

## Why can this man\* give wider and better insurance coverage to contractors and civil engineers?

Answer: Because his expertise and contacts in the highly specialised field of contractors' insurance are reinforced by a team with years of experience back at the offices of AH & S.

Working together, they provide a highly comprehensive cover for loss, damage and liability from start to finish of a job, whether it's in the UK or overseas. Your particular problems will be discussed, and a policy will be written ideally suited to your needs.

Whatever your construction insurance requirements, from a small office block to motor ways and hydroelectric dams, call on the man from AH & S.

No matter where in the world you are, he's only a phone call or an airline flight away. Get in touch with him today.



**Alexander Howden & Swann**  
\*The man from AH & S. He's on your side.

Bankside House, 107-112 Leadenhall Street, London EC3A 4AL. Telephone: 01-285 3444.



## ELECTRONICS

### Shows eight channels of logic

INTRODUCED to the U.K. market by Order of Luton is a logic analyser able to record and display eight channels of digital logic at speeds up to 50 MHz. Interfacing with any standard oscilloscope, the Biomation 851-D can operate in a latch mode which enables it to catch single pulses as narrow as five nanoseconds. It can capture 512 words (one bit per channel, eight channels) placed before, around or after the trigger event. Two separate logic threshold levels for monitoring mixed logic families are offered.

Among the trigger facilities are one which fires from a combination of channels levels, and another which starts recording after any change occurs from a preset combination of levels. Delcoid Industrial Estate, Dallow Road, Luton, Beds LU1 1SU (0582 27557).

### Wiring of complicated boards

MEMBRAN, the British-based manufacturer of automatic test systems for electronic equipment, is marketing a complementary product, the MC500, for use in the wiring of very complex printed circuit boards and backplanes where high standards of precision are required. Manufactured by CIT-Alcatel of France, one of the major suppliers to the French PTT, the MC500 has already achieved considerable success in Europe where several hundred of the machines have been sold. In addition Membran has installed an MC500 at its own factory in Wimborne, Dorset.

Semi-automatic wire wrapping is up to 25 times as fast as manual methods, as well as being considerably more accurate, and while only a quarter as fast as fully automatic methods, it is 10 to 15 times less expensive.

Membran on 02017 6116.

### First PO approval

GDM has become the first MOS microcircuit manufacturer to receive full Post Office approval as a supplier of microcircuits for use in P.O. equipment. Post Office D4000 approval for GDM's Glenrothes, Scotland, production unit relates to the Metal Thick Oxide Nitride Process (MTNS). This was pioneered by General Instrument because of its rugged electrical characteristics and has now been accepted by the Post Office for use in telephone exchange equipment.

Approval procedures at the P.O. for MOS microcircuits are among the toughest in the world and comprise thermal and electrical overstress tests designed to simulate a 20-year life under the most adverse anticipated operating conditions. The specification was devised by Post Office engineers because of the great cost and difficulty of testing individual MOS LSI devices as required under conventional approval procedures. GDM, 57, Mortimer Street, London W1N 7TD (01-636 2022).

## BANCA D'AMERICA E D'ITALIA

Head Office: MILAN, via Manzoni, 5

The Annual General Meeting of shareholders held on April 15th 1976 approved the Balance Sheet for the financial year ending 31st December 1975.

The year's results showed a net profit of Lit. 4,274,683,231 (against Lit. 2,238,054,447 in 1974) thus allowing a dividend of Lit. 50 for each of the 45,500,000 old shares and of Lit. 25 for each of the 18,200,000 new shares, entitled to dividend as from 1.7.1975, issued for the increase of the Bank's capital last year.

The results of the Balance Sheet show a further progress in the Bank's dealings:

—a smooth increase of both deposits and investments (an increase of 22.05% and 20.34% respectively);

—a well-balanced system of management in all operative sectors, as shown by a 91% higher net profit in comparison to the previous financial year.

—a flexible policy, over an extensive range of operations adapting to the new needs of the market (business operators and family sector);

—a code of behaviour which allows for the continuity of efficient and profitable management and which corresponds to the changing developments of our time.

Fully paid-up capital	Lit.	6,370,000,000
Reserves	Lit.	7,000,000,000
Other Assets	Lit.	43,545,889,879
Year's Net Profit	Lit.	4,274,683,231
Deposits	Lit.	1,415,236,881,027
Investments (loans to clients, bank credits, securities)	Lit.	1,045,610,136,222

The above mentioned dividend of Lit. 50 gross for old shares and Lit. 25, for shares entitled to dividend as from 1.7.1975, respectively is payable at the Bank's counters as from April 16th, 1976.

## HOME NEWS

## Anglo-French talks on aerospace collaboration

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

LORD BESWICK, the chairman of the organising committee set up to prepare for nationalisation of the aerospace industry, is to meet General Jacques Mitterand, the president of Aérospatiale of France, on May 19 to discuss future civil programmes in Europe.

The meeting follows the deep concern expressed by many sectors of the U.K. aerospace industry, including workers represented in the Action Committee for European Aerospace, at the possibility of Aérospatiale and Dassault of France adopting future programmes in collaboration with the major U.S. companies, Boeing and McDonnell Douglas.

Such actions, it is widely

believed in the U.K., could destroy any possibility of establishing a more closely knit European aerospace industry, and open the way of total U.S. domination of world airliner markets in the future.

Lord Beswick is expected to stress to General Mitterand that although the major U.K. aerospace companies, British Aircraft Corporation and Hawker Siddeley Aviation, are due to be nationalised under the Bill now before Parliament, they are still able to negotiate on future projects with their European counterparts and indeed are being encouraged to do so.

This means that Britain is anxious to play a full part in any future European civil air-

liner venture, and that nationalisation, although affecting the internal structure of the U.K. industry, does not in any way alter its ability or its intention of continuing with international collaboration.

Lord Beswick has in fact encouraged the two U.K. companies to get together to harmonise their plans for future civil aviation developments and has asked them to prepare a working paper on this topic.

Mr. Eric Varley, Secretary for Industry, has also stressed that impending nationalisation should not inhibit the two companies from making proposals for future programmes for consideration by the Government and the Aerospace Organising Committee.

## Minister pledges more freedom for State ship, aero companies

BY OUR AEROSPACE CORRESPONDENT

THE STATE-OWNED British Aerospace Corporation and British Shipbuilders "will have the same sort of commercial freedom as private sector companies, but subject of course to Ministerial control," according to Mr. Gerald Kaufman, Minister of State in the Department of Industry.

Writing in the latest issue of Trade and Industry, the journal of the Department of Industry, Mr. Kaufman said that the Aircraft and Shipbuilding Bill, now going through Parliament, commits the Government to greater industrial democracy in the industries concerned.

"This means that what is arranged should be derived from and reflect the views of the workforce. It should not be forced down their throats and

we hope to see it grow in a strong and organic form."

Another characteristic of the proposed corporations is the greater flexibility of the conditions under which they may operate.

The Secretary of State, for example, will be able to alter the duties of the corporations in order to ensure that in a rapidly changing world, the corporations are not left under totally inappropriate obligations.

"We have also made it clear that we want to give the new corporations the greatest amount of freedom in decision-making as is consistent with public accountability and the government's own broad policy."

"We are totally against restrictions imposed on nationalised industries which put them at a

disadvantage to any private company operating in the same sector."

"We have no intention of preventing nationalised industries taking up opportunities which make commercial sense just because these might lead them into activities whose scope was a little different from those in the original statute."

Mr. Kaufman also says that anxieties have been expressed about the effects of the corporations' trading practices on companies remaining in the private sector.

"There is no question of the corporations using their undoubted dominance in their respective sectors to discriminate unfairly against private sector companies."

## Scottish Labour call to appoint Minister for Glasgow

BY CHRIS BAUR, SCOTTISH CORRESPONDENT

THE BREAK-AWAY Scottish Labour Party, launching its first election campaign since its formation at the beginning of the year, yesterday called for the appointment of a Minister with special responsibility for Glasgow.

The party said that Glasgow's combined problems of poor housing, high unemployment and the worst indicators of urban deprivation in the U.K. placed the city in a special category requiring a unique scale of assistance.

A Minister for Glasgow should be appointed within the Scottish Office and be directly responsible to the Prime Minister. He should be the "hustler" for the city, making sure that additional resources were allocated, and overseeing a 10-year comprehensive redevelopment of the city.

The proposal was made by Mr. Joe Farrell, a Strathclyde University modern languages lecturer, who has been selected as the SLP candidate for the June 1 Glasgow district council by-election in Labour's Darvel ward.

The by-election has been

caused by the recent conviction and imprisonment of Baillie Gordon Kane, who was deputy leader of the ruling Labour group on Glasgow District Council. He was convicted of falsifying loss-of-earnings allowances as a councillor.

This circumstance, plus the fact that police investigations are continuing into other aspects of alleged corruption in the city, has prompted the new party to make an issue of what it calls "the moral and political bankruptcy of the old Labour Party."

Mr. Alex Neil, SLP's general secretary, said that the theme of his party's campaign would be that it was time for a "fresh start" — not least on the whole question of the morality and integrity of government in Scotland. "We want to clean up the city chambers," he commented.

The by-election will be an important local test of the SLP's capacity to attract votes from both Labour and the Scottish National Party, with its demand for a strongly devolved Scottish Parliament within the continuing framework of the U.K.

## Optimistic forecast for streamlined merchant fleet

AN OPTIMISTIC forecast for a streamlined British merchant fleet was given yesterday by Capt. William Lucas, general secretary of the Mercantile Marine Service Association.

He told the annual meeting in Liverpool of the association, which represents the interests of British ships' masters, that the industry did not appear to present a very exciting picture with ships being laid up, sold or scrapped and orders for new tonnage cancelled.

The number of members losing their jobs was also increasing.

But he did not believe that the picture was entirely black.

"The British merchant fleet is composed mainly of modern ships and while some of the older ones have outlived their usefulness and yet might not be replaced immediately, new ideas and new types of tonnage are being developed as replacements."

"The important question is what will be the size of the British merchant fleet in future?" he asked.

Capt. Lucas said that in 10 years it might be half its present size, but despite this reduction, if it was efficiently run and properly manned by highly qualified seamen and officers, there would be an assured future.

If the industry, with the expertise and skills accumulated through years of trading and sailing, set its priorities right, determined its future requirements, and showed that young officers had assured careers, British ships would still carry full cargoes in the years ahead.

He said that in 1972 the company took over the assets and liabilities of a number of companies in a building group. It became responsible for at least 40 contracts in varying stages of completion and employed over 100 skilled men, many of whom were treated as self-employed, on sites in Manchester, London, Nottingham and Essex.

Delays and rising costs and unexpected technical problems put the New Malden, Surrey, company in difficulties. It appeared that the size of the debts was due to cross guarantees entered into by Spreckley.

The company, which was wound-up on March 8, accepted responsibility for the debts of other companies in the group. The matter was left with the Official Receiver.

Present indications, after 18 months of studies, are that it will be possible eventually to raise the station entirely and recycle all of the concrete and steelwork. But for the reactors themselves this will require a "cooling off" period of several decades, once the fuel has been removed.

Radiation hazard

The main radiation hazard will be created by traces of waste, an element almost impossible to eliminate from commercial steels, which becomes intensely radioactive in the reactor. But the CEBG now believes that after 60-70 years, the radioactivity will have decayed to a point where the steel could be recycled as scrap, and the concrete crushed and used for roadworks.

Utility executives also point out that under the terms of the U.K. Government's nuclear site licences, they are required to take responsibility for the site until it is free from all radioactivity. In practice this means that the state-owned U.K. utilities will continue to develop and use their nuclear sites virtually in perpetuity. In the case of West Germany, where the utilities were privately owned, the provision against the cost of dismantling will help to ensure that the company cannot walk away from its obligations towards a particular site.

## Reunion flights to Australia

BY OUR AEROSPACE CORRESPONDENT

BRITISH AIRWAYS and Qantas, the Australian airline, have jointly formed the Australian Family Reunion Club, designed to tap the fastest-growing section of airline business in the world—the 1.1m. Britons who have relatives or close friends in Australia.

The club will enable members to save for travel at a later date, or use a "fly now-pay later" scheme, in conjunction with Parkward Trust, the City finance house.

Travel research by the two airlines shows that one in every five households in Britain has family ties or friends in Australia.

The AERC will be the first airline-run family travel club in this country. If it is a success, it is likely to be followed by similar ventures by airlines anxious to tap the big ethnic markets that exist in other parts of the world.

Launching the scheme, which will cost £1 for everyone who joins, Captain John Lower, regional director of Qantas for Europe, said: "Our research showed that there was this staggering total of people in Britain who had an undeniably strong motive for wanting to visit Australia."

In fact, if British Airways and Qantas were to organise an

airlift of that 1.1m. it would need a 747 Jumbo jet leaving London every hour for Australia between now and 1984 to complete the job.

Mr. Gerry Draper, British Airways Travel Division director, said: "Flights to Australia are still about the best value for money to be found anywhere. The price has risen only 60 per cent. in five years and it is difficult to say that about any other product."

In line with the new club, both BA and Qantas are providing 747 Jumbo jets this summer for club flights between the U.K. and Australia, with excursion fares at just over £500 return.

## Maudling wins court battle with Granada

MR. REGINALD MAUDLING, fair comment on a matter of public interest.

Granada was appealing against a bankruptcy registrar's decision not to let them see the transcript said Mr. Justice Walton.

Only in the most exceptional circumstances would someone not interested in a bankruptcy be granted leave to see a private transcript. The fact that the person who gave the evidence was bringing a libel action was not in itself a special enough circumstance.

The judge said: "If there were to pitch the matter at its highest—an express admission by Mr. Maudling that he had been guilty of one of the matters alleged in the libel, this would be of such materiality that it would doubtless be necessary in the interests of justice, to allow inspection of the crucial passages."

The judges had reluctantly concluded that they should read the transcript to discover whether there was anything in it so obviously relevant to the libel action that it ought to have been disclosed. "We have been unable to discover any such material," said the judge.

Granada was ordered to pay Mr. Maudling's costs and those of Mr. Poulson's trustee in bankruptcy who had been represented by substantially true and were

## British Oxygen to expand

By Our Own Correspondent

BRITISH OXYGEN is to expand its Middlesbrough plant at a cost of £15m, to meet increased demand from the British Steel Corporation. The plant produces 5,000 tons of oxygen and nitrogen a day and the expansion will increase this to 7,700 tons.

## Asbestos rules raise cost of dismantling old power stations

BY DAVID FISHLICK, SCIENCE EDITOR

ASBESTOS DUST hazards are now an important factor in the high cost of dismantling old power stations, even though it does not expect to meet the problem before the late 1980s or 1990s. Its first nuclear stations, at Bradwell and Brixley, were commissioned in the early 1960s.

This was disclosed at a Foratom nuclear industry meeting in Madrid this week, when a "straw poll" among nations with nuclear power programmes showed that West Germany alone was making financial provision towards the cost of disposing of old nuclear power stations.

The question whether old nuclear plants would remain as permanently hazardous "monuments" because of their radioactivity, has been raised by those opposed to nuclear energy.

West German utilities are now required to set aside 2 per cent. of the capital investment in nuclear generating plant towards the eventual cost of disposal of the radioactive remains.

But senior CEBG officials in Madrid, while admitting that they were making no such provision, pointed out that the cost of dismantling redundant fossil-fuel stations had already reached about 15 per cent. of the original capital cost.

In this case the big hazard is asbestos dust, arising from the extensive use of asbestos in insulating steam pipes, which because of the age of the stations—25 years or more—is suspected of containing some of the particularly hazardous blue asbestos.

Maintenance work over the lifespan of the station has reduced the asbestos at many points to a fine dust. Moreover, some of the sites are urban locations—for example, the CEBG is planning to pull down stations at Barking and Fulham in London, and one in Brighton.

But the CEBG has been carrying out its own studies of the problem of dismantling old nuclear stations, even though it does not expect to meet the problem before the late 1980s or 1990s. Its first nuclear stations, at Bradwell and Brixley, were commissioned in the early 1960s.

Present indications, after 18 months of studies, are that it will be possible eventually to raise the station entirely and recycle all of the concrete and steelwork. But for the reactors themselves this will require a "cooling off" period of several decades, once the fuel has been removed.

Radiation hazard

The main radiation hazard will be created by traces of waste, an element almost impossible to eliminate from commercial steels, which becomes intensely radioactive in the reactor. But the CEBG now believes that after 60-70 years, the radioactivity will have decayed to a point where the steel could be recycled as scrap, and the concrete crushed and used for roadworks.

Utility executives also point out that under the terms of the U.K. Government's nuclear site licences, they are required to take responsibility for the site until it is free from all radioactivity. In practice this means that the state-owned U.K. utilities will continue to develop and use their nuclear sites virtually in perpetuity. In the case of West Germany, where the utilities were privately owned, the provision against the cost of dismantling will help to ensure that the company cannot walk away from its obligations towards a particular site.



If you really mean business in London, stay at The Tower Hotel

The Tower Hotel is new, impressive and gifted with the finest site in London—right on the Thames, by Tower Bridge, and the World Trade Centre.

The City and financial centres are only minutes away, yet you're not far from the West End and the bright lights.

Bedrooms at The Tower (most restful and quiet) have an outlook over river or yacht haven; plus their own private bathroom, colour T.V., air conditioning and direct dial phone.

You can arrange for a Secretary, send a telex, study the newswire, organise a conference or just command a quiet dinner en suite. The Tower offers service par excellence, especially for the businessman.

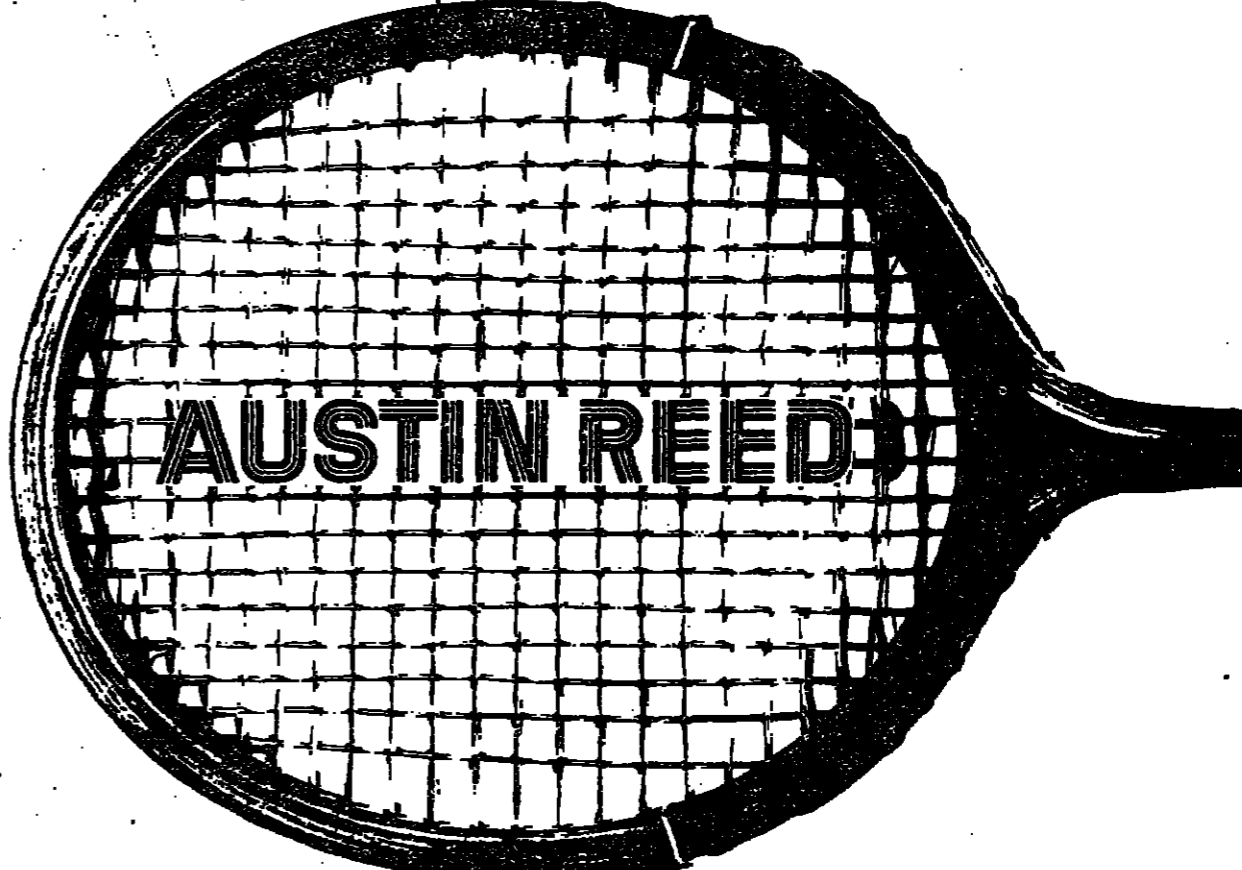
Other attractions include the Thames Bar, offering panoramic views of London's waterway; and a choice of three distinctive restaurants.

Enjoy your stay. We make it our business to make businessmen feel at home.

For brochure or reservations Tel: 01-481 2575

The Tower Hotel St. Katharine's Way, London E1 8LD

Other reservation offices: Glasgow 01-5641 Manchester 01-5655 Dublin 01-4949 Paris 01-705-00 Frankfurt 01-5555 Amsterdam 01-6006 Copenhagen 01-3515 Geneva 01-2222 London 01-4812



The final of the Austin Reed Squash Championships will be held at the Wimbledon Stadium Squash Club on Sunday May 9th.

TAYLOR WOODROW LTD  
(7-2)  
RECKITT & COLMAN LTD  
(3-1)  
NATIONAL WESTMINSTER BANK LTD  
(7-4)  
BARCLAYS BANK INTERNATIONAL LTD  
(9-4)

ODDS QUOTED BY LADBROKES

Austin Reed congratulate the four semi-finalists who have fought their way through the competition and emerged from the 375 teams which entered.

COMPANIES INTERESTED IN ENTERING THE 1976-77 CHAMPIONSHIPS SHOULD CONTACT JENNY TAYLOR, AUSTIN REED, 103 REGENT STREET, LONDON W1A 2AJ. TELEPHONE: 01-734 6789.

## COWIE FLEET



Cars,  
Vans, Trucks,  
Contract Hire  
Finance: Nationwide

COWIE FLEET DIVISION

Head Office:  
MILLFIELD HOUSE, HYLTON ROAD,  
SUNDERLAND. Tel: Sunderland 70491

Telex: 537065

Also at Stockton, Middlesbrough, Redcar,  
Blackburn, Newark, Southport, Birkenhead,  
Liverpool, Maghull, Newcastle and Coventry.

# BOOKS

## Success saga

BY C. P. SNOW

Steinbeck: A Life in Letters. Edited by Elaine Steinbeck and Robert Wollman. Heinemann, £8.00. 908 pages.

The life of John Steinbeck reads like a parable of contemporary American literary success. Born into a comfortable middle-class family, failed to complete a conventional education, played with a variety of pointless jobs, all the time having the intention (entirely honourable) to live by writing and nothing else: poverty until his mid-thirties, then sudden and enormous commercial success. *Of Mice and Men*, *Grapes of Wrath*, significant income thereafter, financial worries on account of three marriages: periodic heavy drinking; Nobel prize, award denounced by factions in literary New York; decline of creative impulse; decline of health: death at sixty-six.

These letters tell a good deal of that story. A collection of nine hundred pages takes some justifying, though if a writer is genuinely eminent, then maybe all his letters should be printed, even if they are as dull as writers' letters tend to be. Alternatively, though not often, editors of such writers are worth printing for their own sake (as with Keats, Byron, D. H. Lawrence).

Steinbeck seems to come between and between. As a writer, he wasn't genuinely eminent, though much better than his detractors allowed. He operated somewhere in the no-man's land between naturalism and symbolism, which isn't one of my favourite territories, but he gives scope for a certain kind of simplifying imagination — or sometimes fancy. That was also true of Hemingway, more original than Steinbeck in verbal treatment (though both had a



John Steinbeck at the London Zoo in 1932, a drawing from "The Illustrated London News," reproduced in "The Ark in the Park"

## Creatures great and small

BY MICHAEL THOMPSON-NOEL

The Ark in the Park: The Zoo in the Nineteenth Century by Wilfred Blunt. Hamish Hamilton, £7.50. 256 pages.

London's Zoo compiled by Gwynne Vewers. The Bodley Head, £4.95. 159 pages.

Ever since 1835, when the Zoological Society of London opened a zoological garden in Regent's Park and walking in the zoo became the OK thing to do, the Society's animal collection has been as much a fixture of the London scene as Tower Bridge or the Drury Lane Theatre.

The Society is now celebrating its 150th anniversary, and Mr. Blunt's book provides a scholarly and entertaining account of its early years. Its development, its initial calamities — such as the death of Mumby, the zoo's first gorilla, who was put on a diet of beer and sausages and expired shortly after — and of its steady expansion into what is still today one of the world's most outstanding zoos.

This is a delightful volume, which every penny of the price is worth every penny of the price. It is both expertly researched and luxuriantly illustrated with contemporary drawings, among them the works of John Gould, Edward Lear and Joseph Wolf.

Among the zoo's earliest triumphs were four giraffes from the Sudan: the now extinct quagga, a great antelope, and, most intriguing of all, young Obaysch, the first hippopotamus seen in England for half a million years. London was swept by a hippo craze. The Hippopotamus was the rage of the day, and London drawing room and hippo breakfasts were worn. Obaysch was bought for £500, yet failed to captivate Macaulay, who wrote: "I have seen the Hippo

## Diamond is forever

BY ISOBEL MURRAY

Legs by William Kennedy. Jonathan Cape, £3.50. 293 pages.

The Sun's Net by George Mackay Brown. The Hogarth Press, £3.75. 268 pages.

The Seven Day Soldiers by Tony Kerrick. Michael Joseph, £3.95. 215 pages.

Found, Lost, Found by J. B. Priestley. Heinemann, £2.90. 135 pages.

Prevailing Sprites: A Book of Scottish Ghost Stories edited by Giles Gordon. Hamish Hamilton, £3.50. 216 pages.

Strike! by Douglas Sutherland. Heinemann, £3.90. 246 pages.

Jack "Legs" Diamond remains one of the outstanding legends of the bootlegging, criminal heyday of the American twenties, and is such an obvious subject for a fictional treatment that new William Kennedy has done it so brilliantly, it is hard to understand why it wasn't done before. Kennedy is not above learning from other people's successes, and the method in this book is in essence similar to that used by Robert Penn Warren in *All the King's Men*, when he rendered the legendary Huey Long through the eyes of a loyal but relatively detached follower. It worked for Kennedy, who transforms the method in his rendering of Marcus Gorman, the narrator and Diamond's attorney, and in his rendering of Legs himself.



William Kennedy: back to bootlegging

Jack "Legs" Diamond remains one of the outstanding legends of the bootlegging, criminal heyday of the American twenties, and is such an obvious subject for a fictional treatment that new William Kennedy has done it so brilliantly, it is hard to understand why it wasn't done before. Kennedy is not above learning from other people's successes, and the method in this book is in essence similar to that used by Robert Penn Warren in *All the King's Men*, when he rendered the legendary Huey Long through the eyes of a loyal but relatively detached follower. It worked for Kennedy, who transforms the method in his rendering of Marcus Gorman, the narrator and Diamond's attorney, and in his rendering of Legs himself.

Kennedy is witty, dry, moody, changeable, and reacts vividly and emotionally to Diamond, to the bootlegging, criminal heyday of the American twenties, and is such an obvious subject for a fictional treatment that new William Kennedy has done it so brilliantly, it is hard to understand why it wasn't done before. Kennedy is not above learning from other people's successes, and the method in this book is in essence similar to that used by Robert Penn Warren in *All the King's Men*, when he rendered the legendary Huey Long through the eyes of a loyal but relatively detached follower. It worked for Kennedy, who transforms the method in his rendering of Marcus Gorman, the narrator and Diamond's attorney, and in his rendering of Legs himself.

## Modernist apologia

BY MARTIN SEYMOUR-SMITH

Notes for a New Culture by Peter Ackroyd. Vision Press, £3.40. 152 pages.

Peter Ackroyd is a polemic modernist: his book is invigorating as a series of polemical essays, though the intelligent English reader unversed in recent French criticism will find it difficult to follow. It is tribute to his perspicacity and rare intelligence that, for those who can follow him, it raises questions which require answering at a length that is not less than that of his own book.

For Peter Ackroyd, who seeks to "counter the malaise of English literature," the polemic modernist is a polemic modernist: his book is invigorating as a series of polemical essays, though the intelligent English reader unversed in recent French criticism will find it difficult to follow. It is tribute to his perspicacity and rare intelligence that, for those who can follow him, it raises questions which require answering at a length that is not less than that of his own book.

## Fading friendship

BY KEVIN RAFFERTY

The Erosion of a Relationship: India and Britain since 1960 by Michael Lipton and John Fira. OUP for the Royal Institute of International Affairs, £13.00. 427 pages.

India was not long ago the brightest jewel in the imperial British crown: today, who cares about India? Not many people — we have enough problems trying to forget our own fate.

Michael Lipton and John Fira trace the decline of this relationship between India and Britain. Trade has fallen almost headlong. A hundred years ago India was responsible for 10 per cent of Britain's trade; today it has slumped to 1.5 per cent. From India's point of view, Britain has been surpassed by both the U.S. and USSR. Some of that decline was natural, part of a shrinking of the British Empire, a declining superpower has chosen closer ties with Europe; India as a growing country has sought ties with more mature nations and naturally enough moved towards the Soviet Union when the U.S. let it down in 1971.

Part of the Lipton-Fira thesis in this excellently documented

## Crimes

BY WILLIAM WEAVER

Hollywood and Levine by Andrew Bergman. Hutchinson, £3.50. 216 pages.

Mr. Bergman's blithe first novel, *The Big Kiss-Off* of 1944, introduced Jack Levine, a Jewish Monte's answer to Sam Spade. Levine was much too good to drop after one adventure, so here he is again in the Hollywood of the immediate post-war, only weeks before the McCarthy period. Murder, evil, wisecracks, and suspense are all there, and blended. And some real characters — including a pushy young California Congressman whose initials are R.M.N. — mingle with Bergman's invented ones.

Witness my Death by Roy Lewis. Collins, £2.95. 180 pages.

This time Mr. Lewis does without his successful Inspector Crow. But the success of this book is equal to that of its predecessor. Talliesen, doctor, widower, has devoted all his time and Welsh mining valley. Superficially, a full, blessed life. But things turn sour, and the valley becomes the scene of several different kinds of wickedness: slander, corruption, rape, murder. Almost accidently, Dr. Talliesen has to get to the bottom of it all. He risks his life, but finally saves and enriches it. A neat, quiet narrative.

The Delta Knife by Kenneth O'Hara. Gollancz, £3.00. 160 pages.

Your wife disappears, her blood-stained clothes are found, charred, in the incinerator, a snooty neighbour has observed some of your actions which, to the police, sound suspicious (and your explanation sounds particularly feeble). So what do you do? You find your wife. But if she is then murdered? Kenneth O'Hara sets down the expert mason laying bricks. Each incident leads naturally to another. The complication, however, is never excessive, never tries the reader's patience. Admirable.

Double Deal by Martin Russell. Collins, £2.95. 181 pages.

Brilliant plotting, Cain's *Double Indemnity* reborn, trebled. Bitten biter bite back. Peter Connors, a journalist who is less than a credit to his profession, has been living more off luck than work. His luck runs out, first with his woman, then with his wife, then with his job, then with his murder. Breezy and sinister at the same time. Another product of Mr. Russell's admirable professionalism.

A Little Local Murder by Robert Barnard. Collins, £2.95. 190 pages.

As he demonstrated in his unusual first novel, *Death of an Old Goat*, Robert Barnard has an individual talent and a gift for devious invention. In his second book the donee is appealing, a village full of particularly nasty people is to be the subject of a radio documentary, and the villagers promptly start jockeying for inclusion in the broadcast. The murder, when it comes, at first seems excessive, but the author justifies it splendidly. Fun to read, though the humour is sometimes over-compulsive. In his next book, Mr. Barnard can afford to relax.

## BOOKS OF THE MONTH

- Announcements below are pre-paid advertisements. If you require entry in the forthcoming panels application should be made to the Advertisement Department, Bracken House, 70, Cannon Street, EC4P 4BY. Telephone 01-248 8000. Extns. 7065 or 554.
- Foreign Investment in Brazil**  
Examines the economic and political climate for foreign investment in one of the largest developing markets in the world, and which has a frankly capitalist economy. Focus Research Ltd. £15.50
- Foreign Investment in Venezuela**  
Assesses the economic and political factors governing rapid growth in a country which is both a member of OPEC and the Andean Group, with all the constraints and opportunities that provides. Focus Research Ltd. £15.50
- Debreit's Peerage and Baronage 1976**  
Patrick W. Montague-Smith. The authoritative work of reference on the Royal Family, the Peerage and Baronage, with full details of all living members of these titled families, including their addresses and clubs. Kelly's Directories Limited £25.00 post free
- The International Yearbook and Statesmen's Who's Who 1976**  
Robert M. Bradfield. States and Statesmen of the World. Important facts and figures about every country in the world together with biographical details of more than 8,000 of the World's leading figures. Kelly's Directories Limited £20.00 post free
- From the Wings**  
Sir Alec Kirkbride. This book is a narrative of the mandatory period in Palestine written by the former British Minister Plenipotentiary at Amman from 1948-1951. Frank Cass & Co. Ltd. £6.95
- Offshore Europe**  
3rd Edition. A comprehensive and well-illustrated review of the progress of offshore operations in European waters, together with descriptions of the techniques and equipment used and projected. There is also a valuable Industrial Directory. Scientific Surveys £10.50
- Promoting Sales**  
A Systematic Approach to Benefit Selling. An ILO programmed book. "One of the most informative, serious and thought-provoking books of selling that we have ever read." (Selling). Int'l Labour Office £2.40
- The Life of Friedrich Engels vols 1 and 2**  
Dr. W. O. Henderson. In the first major biography of Engels for over forty years, Dr. Henderson traces the development of Engels' thought before and after the beginning of his association with Karl Marx. Frank Cass & Co. Ltd. £24 the set
- The Birth of Saudi Arabia: Britain and the Rise of the House of Saud**  
Dr. Gary Troeller. The author traces the rise of the Saudis and their relations with the British giving the background to this crucial area of Middle Eastern history. Frank Cass & Co. Ltd. £8.50
- Not Without Glory: Poets of the Second World War**  
Vernon Scannell. A new evaluation of Second World War poets including Keith Douglas, Alan Lewis, Sidney Keyes, Roy Fuller, Alan Ross, Charles Causley, Robert Graves. £5.95
- See How They Run**  
Edwin Samuel (Lord). An account of how the following institutions are administered: The Times, The House of Lords, The Catholic Church, Balliol College, Westminster Abbey and The Royal Open House - Covent Garden. Woburn Press £5.50
- Reedley's Law Relating to Banking**  
Third Edition 1976. By T. G. Reedley, LL.B. A.C.I.S., A.I.B. (Barister). Principles of Law in the Polytechnic of Central London. Specially designed to cover the Law paper in the examination of the Institute of Bankers. This edition includes the important Consumer Credit Act 1974. Casebook £24.00. 406 64763.1 Limp £5.50 net 0 406 64763.1
- Year Book of Labour Statistics 1975**  
The 35th edition of one of the world's leading statistical reference works. The complete work of the ILO published. (Wall Street Journal). Int'l Labour Office £15.50

## The Queen of Spy Writers?

HELEN MACINNES

AGENT IN PLACE

A top secret Nato memorandum falls into the wrong hands, and with dazzling expertise the author follows the moves on both sides of the game from the opening gambit in New York to the violent conclusion in the Mediterranean.

Already on the best-seller lists

£3.50

COLLINS

## Capital Taxes Encyclopaedia

Editorial Board: SIR JOHN FOSTER, K.B.E., Q.C.; E. E. RAY, B.Com., F.C.A., and B. J. SIMS, LL.B., F.T.I.L. Solicitor, Editor for Scotland. W. F. BOWES, W.S., Managing Editor; J. JEFFREY-COOK, F.C.A., F.C.I.S., F.T.I.L.

To meet the need for a reference book on Capital Transfer Tax which is not only complete and accurate but which is also easy to use, Butterworths are publishing a major new work called the Capital Taxes Encyclopaedia. A team of specialist contributors will work with every aspect of the topic in full detail. Service users will be published (and charged separately) not only to keep the work up to date but to extend to subject matter, work in a loose-leaf form so that the new material can readily be incorporated into the main volume. The Capital Taxes Encyclopaedia will be a work marking the dawn of a new era in tax reference.

Service issues will be charged on publication.

BUTTERWORTHS

Borough Green, Sevenoaks, Kent TN15 8PH

Showrooms: Bell Yard, Temple Bar, London, WC2

## Opal minds

BY B. A. YOUNG

Wandering Abroad by Jeffery Ambrose. Secker and Warburg, £3.50. 324 pages.

All People are Famous by Harold Gorman. Harcourt Brace Jovanovich, £4.65. 327 pages.

"May the tailor make the double of changeable lofts," said Feste to Ursula, "for thy mind is a very opal." Lord Ambrose wears his mind on his sleeve in this happy autobiography, and a colourful opal it is, almost chameleon-like, though Lord Ambrose changes his colour when he wants to, not willingly at the dictates of his background.

A conventional well-connected youth took him through Eton and the Coldstream in the First World War (he was an MC but tells us nothing of that). Less conventionally, he then set himself to sell bonds in New York, but a restless cast of character resulted in a move to the New York World, first as a reporter, then as a theatre critic under Alexander Woolcott.

That job having gone in the depression (while he was going

round the world with Noel Coward), Ambrose was asked casually by Sir Sefton Branker, "Why don't you go in for aviation?" So he learnt to fly and became a civil airline pilot. A little old for fighting in the second war, he spent much of it on the Staff in Cairo, one of the "babardine swine," and makes it sound as much fun as New York five years before. Then to BEA in organic flying for others.

The book is a rich repository of good stories about missing people, mostly theatrical. The recollections of New York 50 years ago are particularly engaging.

Harold Clurman, far more deeply involved in the theatre world, is a more sombre opal. He calls his book "Instead of an autobiography," it consists of pen-sketches of the people in his life, but so artfully contrived as to emerge as a self-portrait. Not a flattering one; he seems arrogant, self-indulgent and humourless, when he takes the opportunity of recounting one of his own blunders the chances are that it will be notably uninteresting.

However, this must be the portrait he wants us to see. Beyond it there is an interesting man. With Aaron Copland he spent some young years in the Paris of Joyce and Sylvia Beach, and Hemingway ("He spoke in the surprisingly piping voice") and picked up a polymath culture which he later put at the disposal of the American theatre.

There he divided his time between criticism and performance, a division some people find mistaken (though always making an exception for Shaw). Clurman was a director of distinction, whose early work with the Group Theatre between 1928-41 was specially valuable with its productions of Ode and Ibsen. Shaw. What I've read of his criticism is a collection of essays was published two years ago under the revealing title *The Divine Pastime* does not reflect the around nature of his self-portrait. Like most of this self-portrait, it is perceptive, both rather strongly subjective, this is how a critic ought to write, for his opinions are his most valuable stock-in-trade.

## LABOUR NEWS

Civil Servants  
vote against  
incomes policy

BY CHRISTIAN TYLER, LABOUR STAFF, IN MARGATE

ONE OF the first union conferences to debate incomes policy after announcement of the new pay guidelines showed yesterday that its activists wanted no part of the Chancellor's deal.

Although debating a resolution framed many weeks ago, speakers at the conference in Margate of the biggest Civil Service union, the Civil and Public Services Association, attacked the 4.5 per cent limit as a further and unjustifiable cut in workers' living standards. The 1,200 delegates overwhelmingly backed their national executive's opposition to the incomes policy, and voted against "any form of policies which mean unemployment, public expenditure cuts and a reduction in living standards."

However, because the guidelines approved by the TUC General Council on Wednesday had emerged so recently, the CPSA executive had decided before the debate that the decision would not be binding on the union for the special TUC on June 16.

The deal will be put to special meetings of the union's 900 branches over the next few weeks. Yesterday's vote makes it more than likely that the executive will recommend rejection by the branches when it meets next Thursday to analyse the guidelines.

The CPSA conference has

## Point of order

There was a brief resurgence of the union's political fighting when during a speech in support of the resolution from the platform by Mr. Alan Smith, the Left-wing assistant general secretary, a leading Right-wing member of the executive, Mr. Charlie Elliott, was heard to shout "Bullshit" from the back of the hall.

This led to a point of order, considerable uproar and no less considerable embarrassment on the faces of some on the platform because of the presence of investment.

North-West miners' delegates  
meeting rejects TUC pay deal

BY OUR LABOUR STAFF

AN EARLY grass roots reaction to the TUC's proposed pay deal with the Government provided a nasty shock for some miners' leaders yesterday when a conference representing nearly 10,000 miners narrowly refused to support the next stage of a voluntary incomes policy.

The surprise decision was taken by delegates from the North-West area of the National Union of Mineworkers who voted in Blackpool 104 to 100 against a bid by their area leaders to get full backing for the TUC general council's policy. This was an unexpected snub from a comparatively small area that normally takes a moderate line on controversial issues inside the NUM and is rarely found on the side of the militant extremists.

It was, however, a foretaste of how difficult it might be for prominent trade union chiefs to sell the TUC policy to their rank-and-file members during the next few weeks.

A few hours after the proposed pay pact had split the conference wide open, however, the delegates heard a fervent plea from Mr. Lawrence Daly, the Left-wing general secretary of the NUM, who has often in the past been an angry critic of pay restraint. Mr. Daly along with other Left-wingers like Mr. Hugh Scanlon of the Amalgamated Union of Engineering Workers, voted in favour of a deal with the Government to help fight inflation in the TUC general council on Wednesday.

Yesterday, Mr. Daly told the delegates: "I see you have been having fun with the pound. I have no doubt that there will be those in the field of international monetary speculation who will either be buying or selling this currency on the basis of your decision this morning."

"I was disappointed but I must honestly say I was not ter-

## Praying

Dealing with the demand for £100 a week for coalface workers that will come before the NUM annual conference in July, Mr. Daly said: "I don't think there is any agreement that we will wait £100 at the coalface, but the question we have to ask ourselves is '£100 of what?'"

"I am for £100 of real money, and not £100 of worthless paper, and that was the situation for which we were heading in the winter of last year. Something had to be done."

He underlined his view that it would be a bad mistake for the miners to say to other unions "thank you for your support in our victorious struggles in 1972 or that currency on the basis of your decision this morning."

"It might be possible for the miners to go it alone successfully

Mr. Daly conceded but for many years they would lose prestige and respect inside the trade union movement and would become isolated. He predicted that if a ballot were taken in the coal fields on whether to accept the latest TUC-Government deal on pay, a substantial majority of NUM members would say "okay."

Mr. Daly warned: "If there is any person in Britain today who is praying that the trade unions will not reach agreement on economic policy with the Government it is Margaret Thatcher, and if there is one person who is praying that if there is going to be a guerrilla break-out it will be the miners, it must surely be Edward Heath."

To some extent the narrow vote in the conference against the TUC wages strategy taken on a card vote after a tie by show of hands was bad timing.

The matter was put to the conference early on by Mr. Syd Vincent, the North-West NUM area secretary, who was opposed by some demanding free collective bargaining. But the embarrassment might have been avoided if the vote had been taken after Mr. Daly's eloquent appeal.

## Annual Statement—Contd.

REFUGE ASSURANCE COMPANY  
LIMITED

The Annual General Meeting of the Refuge Assurance Company Limited was held on May 6th at the Chief Office, Oxford Street, Manchester, Mr. P. W. D. Smith, Chairman, presiding.

The following is a statement which had been circulated with the report and accounts for the year ended 31st December, 1975.

It is with much sadness that I report the death soon after the year end of Mr. Maurice Wilcock, who had been Chairman of the Board since 1966. After joining the Company in 1948 as Joint Secretary, he was elected a Director in 1947, becoming Managing Director in 1952. It would be difficult to exaggerate the importance of his influence on the conduct of our business since the second World War, and his firm leadership, experience and devotion to the Refuge will be very much missed by Directors, Staff and Shareholders alike.

I was elected Chairman on 29th January, 1976. It is both an honour and a privilege to have been asked to accept this role, and I shall strive to serve the Company in the high traditions laid down by my predecessors.

The major difficulty which the Company faced in 1975 was that of rapid increasing expenses resulting from the high level of inflation experienced in the United Kingdom. This is a grave national problem and it is hard to see how the financial structure of the national economy could long remain as it is during which the return available on invested capital was insufficient to offset the fall in the purchasing power of money. Towards the end of 1975 there were welcome signs of a downward trend in the rate of inflation, but it is essential for the well-being of the community that this trend should continue until inflation has come down to a level which will afford the opportunity for investors to obtain a positive return in real terms.

A high rate of inflation creates particular difficulties in the Life Branches, where the main business comprises policies issued for terms of 10 years or longer and subject to fixed rates of premium. The higher sums assured which policyholders need in order to maintain their level of cover in real terms, and the increase in premium income which the Company needs in order to meet higher expenses, can only come from new business. I am pleased to report that record amounts of new sums assured and premiums were written in 1975, but at the same time as you will see from my later comments, the expense ratio increased very sharply indeed in each of the Life Branches. Following discussions with representatives of the State pension scheme, plans are well advanced for further rationalisation of our organisation by making some modest reductions in the number of District Offices and Official positions. Apart from these plans, procedures and systems throughout the Company are kept under continuous review in order to eliminate any unnecessary expenses. It has to be recognised, however, that there is little scope for reducing expenses without impairing the quality of service to our policyholders. In spite of all our efforts it is to be expected that expense ratios will show a further increase in 1976.

A disheartening and disquieting feature of our business at the present time is the sheer volume of legislation which it is necessary to study. The Policyholders' Protection Act was passed in November 1975. The prolonged dialogue between the Industry and the Department of Trade on the new regulations arising out of the Insurance Companies Act, 1974, continued a long-term business, requiring the Insurance Companies to show a sound financial condition despite the rapid increase in earnings during the three years since the previous valuation.

It will be observed that the accounts include a statement of the market value of the assets as determined in accordance with the Insurance Companies (Valuation of Assets) Regulations 1974. I would, however, add a word of caution concerning the significance of this information. Life Assurance is a long-term business, requiring the assets to be invested and accumulated to meet claims when they eventually arise, and intermediate fluctuations in market values have relatively little effect—of much greater importance is a rising level of the rules and procedure relating to the assets. The Financial Times

life policies, and these changes

defence industries, but it will refer some of their ideas to local consultative machinery for discussion.

The company says that it in no doubt that the company intends to continue concentrating on traditional business.

The ship stewards, anxious about the possibility of redundancies among the company's 13,000 employees, presented the management and Government with a report outlining ideas for a radically different future for Lucas Aerospace.

It suggested that the company's investment in advanced technology should be devoted to developing such products as medical equipment, pollution-free transport and cheaper heating systems. One of the more advanced ideas was a plan for small submarines operated by remote control from oil rigs to replace divers.

In its reply to the report published yesterday, Lucas Aerospace emphasised its intention to continue with the development of aircraft systems and components for the aerospace and

claims will have an adverse effect on the underwriting results for 1976, but they do serve to emphasise in a very tangible way the valuable protection afforded by insurance. They have also served to produce the clearest possible evidence of the extent to which most property is underinsured, and have provided an excellent opportunity to bring this to the attention of individual policyholders in a way which

Amount at 31st December 1975 (millions) % of total

Amount at 31st December 1975 (millions)	% of total
British National and Local Government Securities	101.3 30.8
Debentures, Loan Stocks and Preference Shares	63.1 19.2
Mortgages and other Loans	44.0 13.5
Ordinary Stocks and Shares	79.6 24.2
Land and Property	26.6 8.1
Other assets	14.5 4.4
<b>Total Assets</b>	<b>329.1 100.0</b>

Ordinary Branch  
New business written in 1975 showed a substantial increase over 1974, the most gratifying feature being that the number of new policies issued increased by nearly 12%; new sums assured were up by over 50%, and new annual premiums by over 30%. Despite this big improvement in new business, however, the total income received in 1975 was only 4.5% higher than in 1974 and this is well below what was needed to keep pace with rising expenses. The total expenses of £2,368,000 were up 17% and amounted to 22.9% of the premium income (including consideration for annuities) compared with 19.9% in 1974.

The investment income increased by just over £1 million and the gross interest yield on the Life Fund was 9.95%. The maintained yield is not directly comparable with that for 1974 which was materially affected by the transfer to Investment Reserve as at 31st December 1974.

Following the annual valuation of the Life Fund, the increased revenue of £1,150,000 in the previous year was increased to £1,500,000 in 1975. The dividend has been increased to the maximum extent permitted under existing legislation. As you will be aware it is proposed that the Company's share capital should be reorganised to create one class of ordinary shares by giving voting rights to the existing 'B' ordinary shares. As compensation for the dilution of their voting rights a scrip issue will be made which will have the effect of increasing the total issued capital of the Company by £360,000 to £1,044,000. The Directors are confident that the level of dividend declared for 1976 can be maintained at the previous level of 10%.

The work of the Joint Investigating Committee, to which my predecessor referred a year ago and in which Union representatives of the Company's organisation are looking at and seeking solutions to some of the many problems which we face, has continued and expanded. This is an example of employee participation in practice, and the benefit to be derived from discussion and co-operation between Management and Staff, coupled with a positive approach to problems, is already apparent in various parts of the Company's organisation. Discussions have been wide-ranging and marked by a willingness on both sides to consider new ideas and experiment with new techniques. An example of this is the introduction in October 1975 of Sales Development Courses at the Manchester Business School. Their aim is to make each new Agent into a self-sufficient salesman and, although it is much too soon to judge how successful the project is, the early signs are most encouraging. Several other experiments are in hand based on the recommendations of the Committee and we are optimistic that both Company and Staff will benefit from all these developments. Active participation in the work of the Committee is restricted to relatively few people but the atmosphere of enthusiasm which they generate is infectious.

Current inflationary conditions demand great efforts from every member of the Company's Staff and we cannot afford to carry passively. However, although the increase in premium income in 1975 was a long way short of keeping pace with the increase in expenses, the improvement in new business was encouraging. The main burden of production these results falls on the sales force in the Field but they would not least to the members of Management at all levels at Chief Office and in the Field who have guided and led the Company through a difficult year, and I am sure that you, as Shareholders, would wish to endorse these remarks.

THE  
INCREDIBLE TRUTH  
ABOUT AYCLIFFE

Imagine a town where workers and management settle their differences without resorting to long, bitter disputes, where unemployment is low but there is a large pool of experienced industrial workers nearby, where training facilities are outstanding, where factories come complete with maximum development area grants... tax concessions... government loans.

Imagine too, a town where workers can automatically qualify for a new house at a reasonable rent, where kids can grow up in peace where the countryside comes up to your door and where you are ringed about with three of the country's finest National Parks.

Give the whole thing fast motorway access to the rest of the country plus rail, air and sea links with Europe not more than 15 miles away and you must be talking about Aycliffe.

Aycliffe, County Durham, No. 1 new town in the North. Just a few miles off the motorway from Darlington. Incredibly, now nearly 30 years old. Incredibly, now a town with an unemployment rate less than half the average for the north east. Also a bustling, busy pleasant town, full of secure people with nice homes, good jobs and a bright future to look forward to.

Perhaps the most incredible thing of all is that you don't know very much about it.

But that we can easily take care of. Just write or phone and ask us. If you're looking for somewhere to establish a plant, ask for a copy of our brochure, "Aycliffe—Where Ideas Grow." And if you want a job here, ask for a copy of our "Jobs and homes" booklet.

Aycliffe? It's incredible!



London (240 miles)

Where Ideas Grow

AYCLIFFE DEVELOPMENT CORPORATION

Churchill House, Newton Aycliffe, Co. Durham DL5 4LE

Tel: Aycliffe (033-571) 3521

Electricians' leader  
warns on pay deal

BY IAN HARGREAVES, LABOUR STAFF

IF TRADE UNIONS fail to honour the new TUC-Government pay policy, the consequences will be an immediate general election, a run on the pound and a further fall in living standards, Mr. Frank Chapple, general secretary of the Electrical and Plumbing Trades Union, said yesterday.

Addressing 300 delegates representing 250,000 members at the union's national engineering conference in Scarborough, Mr. Chapple's rallying cry received a warm welcome.

He warned of far-reaching consequences if the trade union movement broke ranks in the attack on inflation. "There will be an immediate general election and there is no certainty what the outcome of that election would be. There would be a run

on the pound and as the value of the pound declined, prices of food and raw materials would rise and that would cause a drop in our wages and a fall in living standards."

Mr. Chapple said the TUC had been faced with only one issue during its negotiations with the Government—a political one—whether or not to force the Government out of office. It was in the long-term interests of the working class, including craftsmen whose "differentiated" wages were eroded, to ensure that this Labour Government survived.

To the five members of the TUC general council who had voted against the deal, Mr. Chapple said that after a year of free collective bargaining, 1976 would have seemed in retrospect "a utopian period."

The NATIONAL Union of Rail workers executive is urging strikers at Crewe railway workshops to return to work and take part in a joint inquiry to determine how men should be promoted to skilled jobs.

Last week 1,600 NUM members at Crewe went official backing their union for the strike, which is disrupting work on the advanced passenger train.

The dispute began when members of the Amalgamated Union of Engineering Workers stopped work in protest against the promotion of a semi-skilled

NUR man to a metal machinist's job. They returned when British Rail Engineering management agreed that the NUR member, and six others, should stay noted, should stay in their old jobs on the higher rate of pay, but this led to the NUR strike.

According to the rail union, the management has clearly breached an agreement allowing the promotion of its members to machinist vacancies. Yesterday the executive agreed that the seven disputed jobs should be frozen pending the inquiry which will take place if there is a return to work.

Workers at the Jaguar factory in Coventry, where Leyland has lost production worth £8m, returned to normal yesterday with settlement of the strike by Rubery Owen welders and in Birmingham, some of the ancillary workers.

Ezra calls for 3%-4%  
output rise in pits

BY OUR LABOUR STAFF

WORK at the Triumph plant near Speke, Liverpool, returned to normal yesterday after a one-day stoppage by 240 men protesting about manning during overtime periods.

Their complaint has been referred to the disputes procedure. The strike disrupted production of bodies for the TR7 Bullet sports model, but output of completed cars continued normally.

In Birmingham, some of the ancillary workers.

Every ton of coal we can produce over what we expect will give us £16 of extra income. We were confident the industry would achieve its short-term aims for the third year running in 1976-77, and hoped that the present high coal stocks would not continue to build up as the economy improved.

Dfls. 30,000,000.—  
6½% Bearer Notes 1972 due 1976/1979  
of

THE COUNCIL OF EUROPE  
RESETTLEMENT FUND  
FOR NATIONAL REFUGEES AND  
OVER-POPULATION IN EUROPE  
Strasbourg  
(Headoffice: 55 Avenue Kléber, Paris XVI)

As provided in the Terms and Conditions Redemption Group No. 2, amounting to Dfls. 7,500,000.—, has been drawn for redemption on June 15, 1976 and consequently the Note which bears number 2 and all Notes bearing a number which is 4, or a multiple of 4, plus 2 are payable as from June 15, 1976

at  
Algemene Bank Nederland N.V.  
(Central Paying Agent)  
Pierson, Hekking & Pierson N.V.  
Amsterdam-Rotterdam Bank N.V.  
Bank Mees & Hope NV  
in Amsterdam  
Banque Bruxelles Lambert S.A.  
in Brussels  
Banque Lambert-Luxembourg S.A.  
in Luxembourg  
Algemene Bank Nederland (Genève) S.A.  
in Geneva  
Algemene Bank Nederland in der Schweiz AG  
in Zurich.

April 27, 1976.



## Borrowing—and repayments compared

Financial Times Reporter

QUESTIONED about foreign currency borrowing in the Commons yesterday, Mr. Robert Sheldon, Financial Secretary to the Treasury, stated that between March 1974 and April 1976 the Government borrowed some £3,670m, and repaid the equivalent of £9,370m.

During the period of office of the last Conservative Government, between May 1970 and February 1974, the respective amounts were £2,600m. and £7,130m.

In a further reply, Mr. Sheldon told MPs that local authority foreign currency borrowing under the exchange cover scheme outstanding at the end of April was equivalent to £680m.

The amounts outstanding on the last working days of February and October 1974 and October 1975, calculated by reference to exchange rates in force on those days were equivalent to £2,350m., £5,500m. and £6,300m. respectively, but there was borrowing equivalent to £318m. (at end October 1974 exchange rates) between February and October 1974.

## Next week's business

COMMONS business next week is: Monday—Local Government (Miscellaneous Provisions) Bill, Agricultural (Miscellaneous Provisions) Bill, remaining stages. TUESDAY—Finance Bill, committee. WEDNESDAY—Debate on the Navy. THURSDAY—Finance Bill, committee. FRIDAY—Private members' Bills.

MONDAY (May 17)—Finance Bill, committee. Lords debates are: MONDAY—Energy Bill, report. TUESDAY—Crofting Reform (Scotland) Bill, Fresh Water and Salmon Fisheries (Scotland) Bill, third reading; Public Lending Right Bill, report; Land Drainage (Amendment) Bill, Commons amendments; debate on asbestos.

WEDNESDAY—Debates on the Council of Europe, and the problems of the telecommunications industry. THURSDAY—Public Lending Right Bill, third reading; Local Government (Miscellaneous Provisions) Bill, second reading; Endangered Species (Import and Export) Bill, report.

# Inflation war must be won—Callaghan

BY PHILIP RAWSTORNE

MR. JAMES CALLAGHAN rode roughshod through the Commons yesterday in patriotic pursuit of the counter-inflation campaign.

"This country has this week won a battle against inflation," Mr. Callaghan declared. "We have not yet won the war."

Instead of petty skirmishing along the Government's flanks, the Tory leader should lend support to the advance from the "strong bastion" of the pay policy.

The economic policies on which the Government had fought the last two elections had been disastrous for the country, snapped Mrs. Thatcher. And its strategy now demanded less borrowing and more incentives if it were to be successful.

But the Prime Minister refused to be diverted. "I hope you will cease to blink about General Elections until the war against inflation is over," he said.

No time now for tactical argument—especially with those whose last confrontation had ended in the 3-day week.

Some Tories, however, carried on harrying. Why are you "clobbering" middle management? demanded Mr. Robert MacGrindle (Brentwood and Ongar).

Mr. Callaghan rejected the charge. "They understand better than you the needs of the present situation," he replied.

And Mr. Norman Lamont (Kinson on Thames) quoting Mr. Callaghan's son-in-law, Mr. Peter Jay, economics editor of The Times, in aid, made little

more impression with demands for immediate public expenditure cuts.

Public spending had to be kept in order, Mr. Callaghan



MRS. MARGARET THATCHER Election call dismissed.

agreed—and the Government was doing so.

That caused a minor affray on the Prime Minister's Left wing where Mr. Norman Atkinson angrily asserted that the Government would need to increase public spending if it were to return to a strategy of full employment.

And where Mr. Sydney Bidwell, recalling threatening memories of 1926, demanded a vigorous prosecution of Socialist policies.

The Prime Minister pressed on regardless. "I do not look either to the extreme right or left to get a fair appreciation of these matters," he said in a parting shot.

## 'Racial balance' demand

THE RACE Relations Bill would "get off to a very bad start" if it flouted the wishes of employers, Mr. Patrick Mayhew (C. Tunbridge Wells) warned the Commons Standing Committee on the Bill yesterday.

He claimed that employers who belonged to the Confederation of British Industry did not wish provisions relating to "racial balance" to be removed from the 1968 Race Relations Act.

Mr. Mayhew was speaking on a Conservative amendment, which was defeated, to maintain an employer's right to discriminate if it was done in good faith to secure or preserve a reasonable balance of different racial groups.

He was supported by Mr. David Lane (C. Cambridge) who

warned of the risk of racial monopoly situations.

Special unions might be created which could lead to fragmentation rather than integration of races in employment. A racial monopoly situation could lead to immigrant labour being exploited, he said.

Mr. John Grant, Employment Under Secretary, said the Bill's central purpose was not to preserve a reasonable racial balance but to abolish racial discrimination by ensuring equality of opportunity and fair treatment on the basis of a person's individual qualities.

The racial balance provisions were an exception to the principle of non-discrimination, and those who wished to maintain them must show justification.

## MPs seek greater policy influence

By Peter Hennessy, Lobby Correspondent

MR. CLEDWYN HUGHES, chairman of the Parliamentary Labour Party, is to meet with senior ministers to press for a greater say for Labour backbenchers in the formulation of Government policy.

He is seeking formal representation for the PLP at the quarterly meeting of the Labour Party's national executive committee and the Cabinet.

The move was seen at Westminster as an attempt to counter-balance the predominantly Left-wing NEC with the moderate dominated PLP.

Mr. Hughes told the regular weekly meeting of the PLP last night that the Labour Party was sustained by three pillars—the Government, the NEC and the PLP—and each should play an equal part.

Also present at the meeting between Mr. Hughes and senior Ministers, the date of which has yet to be decided, will be the Government Chief Whip, Mr. Michael Cocks, and the chairmen of the backbench policy groups.

Ministers will be urged to consult with backbenchers at the earliest stages of policy formation.

Nominations closed yesterday for the two vacancies on the PLP Government Liaison Committee created by the promotion to Ministerial posts of Dr. Dickson Mabon, MP for Greenock, and Mr. James Wellbeloved, MP for Erith and Crayford, both of whom are prominent members of the moderate Manifesto Group.

Manifesto Group standard-bearers in the election, which will be confined to backbenchers, are Mr. Jack Ashley, MP for Stoke South, and Mr. Sydney Irving, MP for Dartford.

The candidates of the Left-wing Tribune Group are Mr. Frank Allau, MP for Salford East, and Mr. Norman Atkinson, MP for Tottenham.

In a straight fight, the Manifestoists could expect a near victory. But the intervention of non-aligned candidates, Mr. Bryan Gould MP for Southampton Test, and Mr. Frank Hooley, MP for Sheffield Heeley, makes the outcome unclear. The results will be declared next Thursday.

Last night's meeting was also told by Lord Sargent, Secretary to the Treasury, that the Government will be making a statement shortly about the alleged involvement of BP in payments to Italian political parties.

## PPS named

MR. ROY MASON, Secretary for Defence, has appointed Mr. Alan Lee Williams, MP for Horchurch, as his Parliamentary Private Secretary, in succession to Mr. Patrick Duffy, who was recently appointed Under Secretary for the Navy.

# SAS soldiers arrested in Republic after 'map-reading error'

BY JUSTIN LONG, PARLIAMENTARY CORRESPONDENT

THE CASE of the eight Special Air Service soldiers, held under arrest in an Irish police station yesterday, elicited a special statement from the Government in the Commons last night.

The eight soldiers were on a routine patrol when they made an accidental early morning incursion into the Irish Republic, said Mr. Robert Brown, Under Secretary for the Army. They encountered a check point manned by police of the Irish Republic, and they realised they had made a map-reading error.

The soldiers were still at the police station, said the Minister, when he pressed from a speech on the army to tell MPs about the mishap of the SAS soldiers. They were still at the police station at that time, and Mr. Brown added: "We are in touch with the Irish authorities."

Mr. Gerry Fitz (SDLP, Belfast W.), wanted to know if it was true that some of the SAS men were in civilian dress and that their weapons included a sawn off shot gun.

Mr. Brown said he could not accept all the suppositions in Mr. Fitz's questions. "I am sure he would not expect me to go further than I have gone," said the Minister.

On a main theme of the debate the reorganisation of the Army, the Minister said that there would be a further round of trials in BAOR this year ending with a corps exercise, in which further opportunities would be taken to test the new organisations.

A report on the trials so far undertaken, involving two divisions had now been received.

"The report shows, I am glad to say, that the Army's plans have been generally validated and are indeed welcomed in BAOR," said Mr. Brown.

The new style battle group had positive advantages. The increase in the number of both of combat teams and weapons was a marked improvement and the concentration of specialist functions worked satisfactorily. "As was only to be expected from so radical a reconstruction, a substantial number of changes of

## Rabies outbreak would divide nation—MP

IF RABIES becomes established in Britain, the nation would be divided between those with pets and those without, Mr. David Price (C. Eastleigh) said in the Commons yesterday.

Dr. Gavin Strang, Agriculture Under Secretary, said that the aim was to prevent the entry of the disease into this country.

"I do not accept that an outbreak is inevitable but we have made contingency plans to help us stamp out any outbreaks which might occur despite our efforts."

Mr. Price said rabies would not only be a direct menace to the health of the nation but could be socially divisive, between those who owned animals and those who did not.

He urged the Minister to set up a Select Committee to look into the problem.

Dr. Strang said it was not for him to set up a Select Committee. "But I agree absolutely that it would be a disaster if rabies became endemic in this country."

He reminded the House that the Government had introduced



MR. ROBERT BROWN "We are in touch with Irish authorities."

an "awareness campaign" to make sure that the public knew of the danger of bringing pets into this country illegally.

Mr. Emlin Hooson (L. Montgomery) said the Government should support fox destruction societies, as foxes were the greatest carriers of rabies. Many foxes bred in Forestry Commission land.

Dr. Strang said he would consider the suggestion. But plans had been well worked out for taking action in an infected area. In an extreme situation, this might well involve killing the local fox population.

Mr. Michael Jopling, an Opposition agriculture spokesman, said the Government's latest efforts to deal with the threat of disease but believed that the penalties were insufficient. There should be a prison sentence without the option of a fine.

Dr. Strang replied that the average level of fines had increased significantly but the courts and the magistrates were not taking sufficient advantage of the higher limits.

## Tories will hand back industries—Heseltine

A PLEDGE that the Conservatives will "unscramble" the nationalised aircraft and shipbuilding industries was given by Mr. Michael Heseltine, shadow Industry Secretary, in a Commons Standing Committee yesterday.

Mr. Heseltine said that all or parts of the two corporations being created by the Government would be returned to private industry.

He was speaking on the Aircraft and Shipbuilding Industries Bill which nationalises the two industries.

Mr. Heseltine declared: "It is by mischance that the Government persuaded Parliament to give final authority for the creation of British Aerospace and British Shipbuilders. It is the intention of the Conservative Party to unscramble those corporations and to return to the private sector all or parts of those corporations at the earliest opportunity."

"It is our determination to create a free enterprise economy in this country," he added.

## Varley names shipbuilders' members

MR. ROSS BELL, managing director of Scott Lithgow and president of the shipbuilders and repairers' National Association, is to be one of the members of the Organising Committee for British Shipbuilders, Mr. Eric Varley, Industry Secretary, announced yesterday.

British Shipbuilders will run the industry after nationalisation, under the Aircraft and Shipbuilding Industries Bill, now going through the Commons.

Mr. Varley also announced a Commons written reply for more members; Mr. John Chalmers, general secretary of the Boilermakers Society, Mr. Leslie Gregory, national officer of the Electricians and Plumbers Union, Mr. Peter Mills, administration director at Canam Ltd., and Mr. George Peers, director of industrial relations, Engineering Employers' Federation.

At the end of the day, the Army would be smaller but with a better man-to-weapon ratio. The weight would be concentrated on the combat units and not on headquarters or support areas.

Mr. Cranley Onslow, for the Opposition, welcomed the new Defence Department Ministers, but called for an assurance that they represent no change in Government policy.

He said the House would recall that both Ministers had been known in the past for statements calling for the troops to be brought home from Ulster.

The House must hope that both Ministers would be Secretary for the Navy, Mr. Patrick Duff, and Under-Secretary for the RAF, Mr. James Wellbeloved, "by their acceptance of office, also accept that our troops have an essential function to perform in that part of the U.K. in aid of the civil power."

Mr. Onslow said that the Army should not be hampered by political restraints that made their task impossible, but should be judged by the results which were within their power to achieve.

Mr. Onslow said that the review of MOT test procedures. "I am seized of the general point that a lot of people do not wear seat belts because they find them uncomfortable—because they are not fitted in a way that suits them."

EXAMINATION of seat belts is to form part of the MOT test on cars, Dr. John Gilbert, Transport Minister, told a Commons Standing Committee yesterday.

He told MPs considering the Road Traffic (Seat Belts) Bill that there was an argument for requiring cars to have a new MOT test for all their safety sensitive equipment after a crash. This was one of the things he was looking into as part of a major review of MOT test procedures.

# INVADERS IGNORE RENTS FOR 2 YEARS

Manufacturers living up to 2 years rent free in Liverpool—service industries extending up to 5 years.

David Mowat is the first man to extend a greeting to Liverpool's invaders. As Liverpool's Industrial Development Officer, he's confident that what he's got to offer is not first and foremost an escape from the crippling rents and choking conditions of the south, but a step ahead even of northern rivals.

Already he is fascinating prospective newcomers with news of the maximum grants now available, including 22% building grants and factory rentals under £1 per sq. ft. Now he adds a dramatic and exciting turn to his story by offering 2 years rent free to manufacturers who base themselves on Merseyside, and 5 years rent free for service industries. Prestige sites available at Knowsley Industrial Park, 6½ miles from container port.



CONFIDENTIAL PHONE SERVICE Get the facts fast. Ring David Mowat, Liverpool's Industrial Development Officer, today, for confidential information and advice. Telephone 051-227 3296.

## CHECK!

Check the help coming your way when you decide that Liverpool is the best base for your business:

- 22% building grants.
- 2 years rent free if you're a manufacturer.
- 5 years rent free for service industries.
- Factory rentals under £1 per sq. ft.
- Low rates.
- At the centre of Britain's internal and overseas trade links.
- Big sites, prime sites—ready right now at Knowsley Industrial Park.
- Concentrated, skilled workforce.

David Mowat, Liverpool's Industrial Development Officer, will send you more details if you clip this coupon to your letterhead and address it to: FREEPOST, L69 4DS. Telex 627110. (Ref. DCM)

THE INVASION OF LIVERPOOL

FT7/5

## Car chief has little hope of higher sales

BY KEVIN DONE, INDUSTRIAL STAFF

THE car industry cannot foresee a significant increase in new car sales this year or in 1977, Sir William Batty, president of the Society of Motor Manufacturers and Traders, said yesterday.

He told the Society's annual general meeting: "I believe it is foolhardy to imagine that genuine recovery is on the way while the pound continues under such intense pressure in the international market."

The value of a trading nation's currency is the paramount barometer of the health of its economy."

There were some signs that the economy was at least declining more slowly, said Mr. Batty. But against a background of continuing worldwide over-capacity for vehicle production in 1976, the industry must pull out all the stops to maintain its international competitiveness.

Last year, fewer British cars were built sold than in any year since 1962, commercial vehicle output was the lowest since 1959 and sales were lower than any year since 1963.

Car decisions had to be taken in the motor industry which could be adhered to without the threat of unnecessary external or internal disruption, either from Government policy changes or industrial disputes.

Uncertainty as to the Government's intention in the role of the motor industry could be every bit as damaging as the abuse of the industry as a regulator for the national economy, said Sir William.

He attacked the way that Governments had given too much attention to volatile minorities on many issues and suggested this was "one of the reasons that Britain has got into such a mess."

There was little sign that the present or any alternative Government would attempt a more objective approach.

Sir William, a former chairman and managing director of Ford, who retires next month from the chairmanship of the SMMT, said that the industry had little choice but to become more active "in presenting to Parliament and the media and to informed opinion throughout the country, the real facts of economic and industrial life."

It was no longer possible for the industry to leave politics to the politicians in order to concentrate its energies on competitive manufacturing.

He strongly criticised several aspects of the Government's Consultative Document on Transport and attacked specifically any suggestions of additional taxation on commercial vehicles.

## Tethered rig methods tested in London

BY DAVID FISHLOCK, SCIENCE EDITOR

FIVE ways of tethering an offshore production platform for service in waters deeper than current cables exploited in the North Sea were demonstrated to the Royal Society in London last night.

The five methods shown by small models in a wave-making tank, are being explored at the National Physical Laboratory, in research funded by the Department of Energy.

All derive from a U.S. concept known as the "tethered leg platform," in which a buoyant platform is anchored to the seabed by high tension cables.

The tension is so high the cables would behave as though they were rigid structural members—or legs.

This is one of the principal techniques being studied by the oil companies and their suppliers for the next generation of deep-water production platforms.

The demonstration at the Royal Society, arranged by Mr. J. R. Richardson of the NPL's maritime science division, was designed to illustrate his theory. Three models with the same kind of spherical buoyancy vessels were used to demonstrate the effects of various cable configurations.

One model with three vertical cables proved to have little horizontal stiffness and the platform can become unstable in certain sea conditions. Another model demonstrated how a platform could be made fully stiff with as few as six cables.

## Fiat Stockholders Meeting.

The ordinary meeting of Fiat stockholders was held in Turin on April 30 1976. In his report, Mr. Giovanni Agnelli, Chairman, said that in 1975 some of the sectors in which the Company is engaged, especially cars and iron and steel, survived a particularly negative economic situation. During the early months of 1976, said Mr. Agnelli, tax and monetary measures have added further penalizing elements to the business activities of the Fiat Group. Nevertheless, added Mr. Agnelli, there was less anxiety in 1975 than in the year before with regard to the future because one could see that the timely implementation of Fiat strategies had brought out new entrepreneurial capabilities in the various company sectors.

The more the demand on the home market declined, said Mr. Agnelli, the more intense was the search for new outlets for Fiat products because the choice was between having to drastically rescale the Fiat structures or saturate them by seeking new working opportunities.

In 1975, said the Fiat Chairman, the restructuring of the Group was speeded up and is now practically completed. The new structures, he said, meets the need for decentralizing management responsibilities for greater structural and financial flexibility, particularly in view of joint ventures or co-operation agreements suitable for particular sectors.

The Chairman then went on to give the operating results for the 1975 financial year:

—Fiat S.p.A. turnover: 2,938 billion lire, of which 1,014 billion accounted for by exports. These figures cannot be compared with those of 1974 because they do not include the turn-overs of Fiat Veicoli Industriali S.p.A., Fiat Termomeccanica e Turbogas S.p.A., Fiat Trattori S.p.A., and the Marina di Pisa plant, which were all part of the total Fiat turnover in 1974;

—Fiat Autoblanchi and Lancia cars and car derivatives sold in 1975: 1,269,400 units (down 5% on 1974). Exports accounted for 361,660 units (down 5.6% on 1974);

—IVECO commercial vehicles sold in 1975: 95,416 units (down 9% on 1974). Exports accounted for 60,008 units;

—agricultural tractors sold in 1975: 70,833 units (up 13.5% on 1974). Exports accounted for 50,740 units (up 17.1% on 1974);

—iron and steel: the equivalent of 1,800,000 ingot tonnes was converted into steel products (down 24.1% on 1974);

—Fiat employees as at December 31 1975: 152,607 people, of whom 121,850 were fac-

tory workers and 30,757 office personnel (36,085 fewer employees than in 1974). These figures are not inclusive of the 31,169 employees of Fiat Veicoli Industriali.

1975 was the worst year for the Fiat automobile sector since the war, in spite of the fact that turnover, at 2,155 billion lire, was up 31% on 1974. The rise is due to a large extent to the increase in prices and higher sales of spares. To get a clearer view of the situation, it should be remembered that in 1972 Fiat sold 1,616,818 units. The drop in sales between 1972 and 1975 has therefore been 24.5% while during the same period, the Fiat investments in the car sector have totalled no less than 526 billion lire, of which 117 billion was invested in 1975. Cars and car derivatives produced abroad under Fiat licence in five countries in 1975 reached a total of 707,000 units, an increase of 2% over 1974.

1975 was the first year in IVECO activities. Results of this first year can be considered amply positive: IVECO has succeeded in imposing itself vis-à-vis major competitors, even though the sector's business in 1975 was conditioned by a bad market performance with falling demand in Italy and France in particular.

1975 was a year which saw Fiat Trattori S.p.A. consolidate its domestic and export positions. Trading results made it possible to raise the employment level by nearly 400 people. As to earth-moving machines, Fiat-Allis, now in its second year of activity, showed a 2.9% drop in sales over 1974 as a result of the crisis in the sector.

Iron and steel: in 1975, a decline in steel construction of about 25% compared with 1974 was recorded in the Italian market, although there have been signs of recovery in recent months.

Positive results have been recorded in the other production sectors, namely aero engine ship automation systems, rail rolling stock, engineering and nuclear activities.

On January 1 1976, Fiat activities in its components sector were hived off and set up as separate Companies.

The Fiat stockholders approved a Balance Sheet for 1975 which closed with a surplus of 107,125,525 lire, after taking into account ordinary depreciation. A dividend of 100 lire for each Ordinary and Preference share was distributed by withdrawing the amount of 30 billion lire from the "Reserves Law No. 82 19-12-1973."

April 1976

FIAT

# The Executive's World

EDITED BY JOHN ELLIOTT

Terry Dodsworth outlines the strategy behind ITT's move into the European motor components field

## Assembly line for a conglomerate

CLOSE TO the centre of concerns such as Cummins in diesel engines, Eaton in heavy trucks, and TRW in steering gear and valves—which usually have a similar technical base in the U.S.—although ITT had a small components business in North America, its European acquisitions were scarcely related to anything it had at home and they were not directed at any particular



Mr. John Chlusi

At first sight there was as little industrial logic behind ITT's expansion into motor components as there was in most of the businesses in which it became involved during the heady days of conglomerate expansion. Indeed, its method of putting together the components group was a classic example of conglomerate development: a new growth sector was identified, takeover targets located, and money and management expertise poured in.

Motor components were—and to some extent remain—a fragmented industry full of small to medium-size family concerns often eager to sell because they were squeezed between the need for expansion and higher taxation. There proved to be ample scope for a group, bristling with experienced negotiators.

Within the space of five years, between 1967 and 1972, ITT had picked up a variety of unrelated activities in which the Frankfurt company which only "synergistic" benefits it claims to be the largest disc brake manufacturer in the world; a collection of smaller Italian manufacturers, making a variety of parts from shock absorbers to oil seals; and later, just before the conglomerate burst in 1972, SWF, a Stuttgart electrical concern, and Koni, the Dutch shock absorber company.

ITT was not the first American company to notice opportunities in the European components market. Indeed, during the 1960s, a flood of U.S. investment had surged across the Atlantic into the industry, a straightforward piece of fire attracted by a region with much more growth potential for motor products than the U.S. But ITT was different from almost all these companies—

its policy but it is obvious to-day that top executives have a clear identification with the group.

2. Exports: It is odd, but true, that Continental component manufacturers have never been aggressive exporters. For example Teves, with its enormous strength in Germany, had only dipped its toes into overseas markets—mainly in following Volkswagen to Brazil—before Chlusi came along. This manufacturer's forecasts of is changing rapidly: partly requirements long before most car companies were willing to accept that boom conditions were over. Certainly it acted swiftly to reduce its labour force. Over two years about 6,000 employees were made redundant in a group of almost 27,000—a difficult thing to achieve in an area of the world in which labour is increasingly regarded as a fixed cost; indeed there were no redundancies at Koni, based in Holland.

The most stringent economies were made at Teves, largest of the ITT concerns with about 12,000 employees at the time. New top management was brought in and a sweeping reorganisation followed, along with about 2,000 redundancies. "I made it clear to everyone, from top to bottom, that no one had a guaranteed job," says Herr Hans Welby, managing director of Teves. There were proportionately as many white-collar as blue-collar redundancies.

At the same time Chlusi embarked on a long-term strategy to reorganise the group. This can be summed up under three headings:

1. Integration: in general terms, the motor parts group is organised according to the General Motors dictum that policy is central but administration local; each managing director runs his own business, answering to a general set of targets agreed with headquarters. This is clearly a sensible approach in an organisation with such a diverse product range but, at the same time, Chlusi regularly brings together managing directors to discuss overall direction of the group. It is impossible to evaluate precisely the benefit of

Company	Location	Main products	Turnover: \$m.
Alfred Teves	Germany	Disc brakes	370
SWF	Germany	Electrical components	140
Italian Group	Italy	Bumpers, exhausts, oil seals	180
Koni	Holland	Shock absorbers	35
123 Auto Service	Holland & Belgium	Replacement service	25
Total:			750

premium-priced shock absorbers go primarily into the after-market—might establish a similar operation in the U.S.

3. Internal growth: Although Chlusi says that at any one time he may have five acquisitions under discussion, APG has not bought a company since he joined. In fact, the emphasis of his approach has been to put the main effort into utilising existing assets. Despite the cut-back over the past two years, for example, investment in research has increased and employment has actually grown in this area—both Teves and Koni make sophisticated equipment and Teves has well-advanced plans for a computer-controlled braking system which will keep a car on a steady course under the worst braking conditions.

At the same time, the one development recently launched by the company has been a 20 or so headquarters specialists in meeting their targets. And they also have the guidance of the fabled financial control system which drops the figures through the letterbox as remorselessly as a dripping tap.

Michael Koni, the family heir to Koni who was kept on after the takeover and now talks as though he had been bred from birth in a conglomerate, has a graphic way of describing how this system works: "Problems float to the surface in the figures," he says, "just as oil does in water."

But however true that is, it remains that ITT's defence of its investment strategy can scarcely rest on industrial logic. The case for ITT comes back to management ability—and particularly the ability to make something of a strategic investment in a buoyant sector.

On these grounds, Chlusi can point to a sales increase from \$440m. in 1972 (ex Koni, which has a turnover of about \$35m. a year) to \$750m. last year. The company, he says, has kept out of the red and the presumption is that it is just about returning the 4 per cent. profit on sales after tax which he believes is a sound objective.

Top executives in the group are convinced that these sort of figures could not have been achieved without the kind of strong controls which are typical of ITT. They have the help of Chlusi and his small team of 20 or so headquarters specialists in meeting their targets. And they also have the guidance of the fabled financial control system which drops the figures through the letterbox as remorselessly as a dripping tap.

Michael Koni, the family heir to Koni who was kept on after the takeover and now talks as though he had been bred from birth in a conglomerate, has a graphic way of describing how this system works: "Problems float to the surface in the figures," he says, "just as oil does in water."

HENLEY STAFF COLLEGE

## A union school of management

BY MICHAEL SIMMONS

ASK to-day's descendants of the Tolpuddle martyrs or the Chartists what they think would be the most appropriate setting for teaching management a thing or two, and the answer, assuming the challenge is accepted, seems to lie behind the elegant facade of the Administrative Staff College, down by the Thames at Henley. Here, the manager feels at home, in an ostensible mood, and will pretty certainly sit through a week's course anxious to be convinced he is getting value for money.

Professor Tom Kempner, the College's principal, who was something of a trail-blazer when he was at the Bradford business school, is not shy about setting cats among pigeons. Thus, with something of a disapproving answer, he says, "I was a scowling man with 25 places at 2340 each taken up as soon as they were offered, he has with characteristic panache launched an unique one-week course in industrial relations. Its uniqueness lies in the fact that the course is designed and run by active trade unionists.

The first course was held last month and companies represented included ICI, Bats, Pilkington, ICL, the Government's Central Policy Review Staff, the Electricity Council, the Milk Marketing Board, and a host of others. About half were personnel managers while others were in production, banking and insurance. There was also one retired general about to take up a university post.

### Teachers with the answers

Almost certainly, it was the teachers who enjoyed themselves the most. Perhaps it was because, like all the best teachers, they had many of the answers. Thus Jack Haston, a veteran trade union educationist, when questioned about unions "spawning" members from one another, said it was a difficult thing to avoid. Asked whether there should be one union per industry he said that was already the case in the docks "and you don't like it, do you?" As for a union's powers over wild-cat strikers he said: "They could be expelled, but that would be idiocy."

At the end of the week, there was a broad consensus that the exercise had been worth while. One participant from a large tobacco company said he would recommend the course to his masters and that the trade unionists' teaching methods could teach management a thing or two. The teachers, too, were satisfied and were already working out minor changes to be made in time for the next course which will be held in June and which is already almost fully booked.

### Charm of the shop floor

Nothing seemed to daunt the visitor to assess the ultimate usefulness of such a week but former national education officer impressions, worth recording of the General and Municipal Workers' Union sporting a bow tie and a fat cigar, exuded a shopfloor sort of charm. Ron Edwards, formerly with the Electrical and Plumbing Trades Union, neat-suited but very seconds later, when he said to Merthyr Tydfil, exploded every other national women's officer of the GMWU, let rip with a talk about what sort of authority you on equal pay. She guffawed in after. That puzzled them management's face when a man for more than a moment, and from Hoover said most people Haston smiled inscrutably.

## Hunt for a product designer

THERE are important areas of British industry where designers are being misused or under-used. Textiles come into this category and so do cars, neither of them trades which are overwhelmingly successful. There are also increasing rumbles of discontent from the public, design associations and within the trades themselves that leaving aside such major problems as import competition, industrial disputes and under-investment, the low design quality of British products is having a significant effect on sales to discriminating markets, not only overseas but at home.

British designers, however, short of work in their own country but recognised elsewhere as among the best in the world, are selling their talents and ideas abroad. Companies in manufacturing industries, which are anxiously gathering their resources in preparation for the long haul out of economic recession, should therefore consider whether the services of a good designer would not speed their progress. This raises the question of where one goes to find a good designer in, say, textiles, heavy capital goods or the performance and appearance of delicate laboratory equipment.

The Design Council runs a designer selection service, and has mounted a small but useful exhibition at its London showrooms to show how the service works. The council has an up-to-date record of the work of numerous designers and design groups, specialists in graphics, interiors, industrial design,

textiles, products and so on. The client is put in touch with a handful from the appropriate group and then he investigates further and makes his final selection for a fee of £20. The exhibition shows the successful results of several such introductions, explaining a client's brief, a designer's initial ideas, sketches and models and the solution.

There is an hydraulic quarry drilling machine which meets

the demand for a low-running, cost, a low-noise rig capable of operating efficiently in all types of strata and at angles ranging from vertical to 15 degrees from horizontal. There is also a range of shop interiors and small but light Japanese sewing machine.

The exhibition at the Design Centre, 28 Haymarket, London, S.W.1, is open until May 15.

José Manser

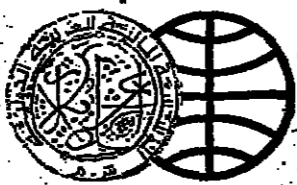
KUWAIT INVESTMENT COMPANY S.A.K.  
INVESTMENT PROMOTION GROUP S.A.L.  
BEIRUT RIYAD BANK S.A.L.  
CREDIT LIBANAIS S.A.L.

and  
BANQUE DE L'UNION EUROPEENNE  
MANUFACTURERS HANOVER INTERNATIONAL FINANCE CORP.  
THE BANK OF TOKYO LTD.

announce the formation of the

**Arab Finance Corporation**  
(International) s.a.

Authorized and Subscribed Capital U.S.\$5,000,000. Paid up U.S.\$2,750,000.  
Incorporated in Luxembourg.

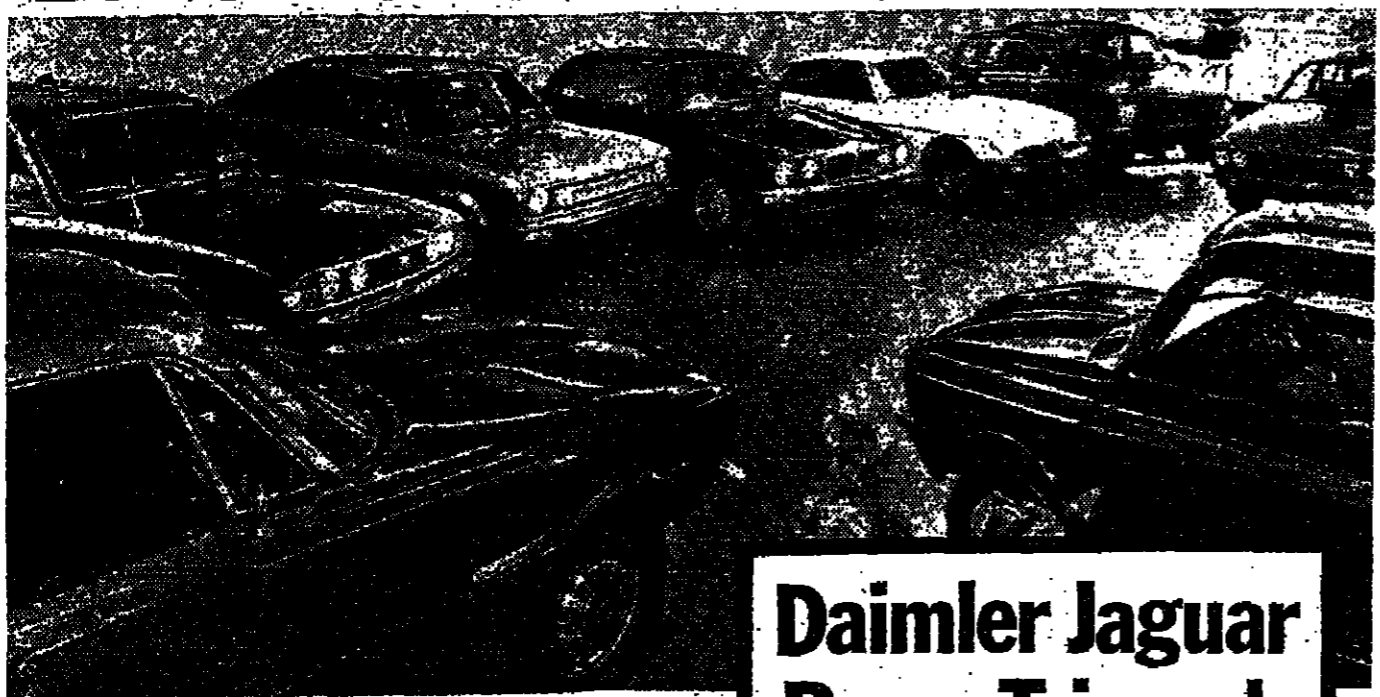


Registered Office: 22-24 Bld Royal, Luxembourg.  
European Office: 48 Rue des Petits-Champs, 75002 Paris.  
Tel: 073.52.48 and 073.52.59. Telex: 211590F ARABFL

Chairman of the Board: Dr. Chafic Akhras

**Stratstone**

totally concerned with cars of quality



**Daimler Jaguar  
Rover Triumph  
Austin Morris**

STRATSTONE LIMITED  
Daimler Distributors and Retail Dealers for Jaguar  
Austin, Morris, MG, Rover and Triumph  
Mayfair 40 Berkeley Street, Mayfair, London W1. Tel. 01-629-4404.  
Willesden 250 Willesden Lane, London NW2. Tel. 01-459-1281.  
Egham The Causeway, Egham, Surrey. Tel. Egham 6191.  
A Member of the Thomas Tilling Group.

## Protection for your major investment. People.

People are an important investment in your organisation. You can protect their well-being and their efficiency in your company with Private Patients Plan.

With PPP's Master Plan there is no weekly limit on the private room charge and no separate limit on the surgeon's fees—in fact Master Plan provides a full refund of all approved hospital expenses up to £10,000 per annum for each person covered. We believe no other scheme offers better value for money.

PPP has total confidence in the future of private medicine. This is underlined by the Government pledge that private treatment will continue. Indeed, the Government expect and want the private sector to make a continuing contribution to health care. Private Patients Plan will play its part in meeting that need.

Return the coupon and we'll send you a brochure giving details of how Private Patients Plan can give you private health insurance at its best.

Now and in the future.

To Private Patients Plan, Eynsham House, Tunbridge Wells, Kent. TN12PL.

Please send me details of (tick which schemes interest you)  
Company group schemes ☐ Individual schemes ☐

Name \_\_\_\_\_ FT7576  
Company (if applicable) \_\_\_\_\_  
Address \_\_\_\_\_

**PP**  
PROTECTS

**Private Patients Plan**





# COMPANY NEWS + COMMENT

## Dunlop earnings expand in second half

TURNOVER of Dunlop Holdings exceeded £1bn. for the first time in 1975 and profits before tax rose to £52m. from £44m. Attributable profits were up to £15m. compared with £10.1m.

First half pre-tax profits were £18.5m. (£20.5m.) and the attributable figure, £52.7m. (£53.1m.). The directors said that indications were that attributable profits in the second half would be above those of the first six months.

Trading results for the first quarter of the current year are ahead of 1975, the directors report.

A substantial increase in the capital expenditure programme for 1976 is already well advanced both in the United Kingdom and Overseas.

The final dividend is 1.95p net per share making a total of 3.57p compared with 3.3p previously. Stated earnings per share are up from 9.7p to 14.7p before extraordinary items.

After all the adjustments for inflation the "real" profit attributable to Dunlop holders, without regard to holding gains, was £4.3m., representing a substantial improvement in "real" terms during 1975, the directors say.

The engineering and industrial groups in the U.K. had a good trading year. The tyre business in Europe and the U.S. remained depressed, although in the latter months of the year there was some improvement in the U.S. Activities in India, Nigeria and South Africa did well.

The share of pre-tax profits of companies' profits rose substantially, mainly due to good results from Societe Internationale Pirelli's activities.

Capital expenditure during the year amounted to £28m. which was the same as the previous year. Net current assets rose by £10m., this being the difference between increases due to expressing overseas assets in sterling and decreases resulting from more effective cash control.

Cash flow of £47m. was therefore more than adequate to cover the group's requirements. As a result borrowings were reduced and at the end of 1975 gearing was 61 per cent. (68 per cent. in 1974).

1975 1974  
£m. £m.  
Operating profit 1,015 888  
Finance income 65 10  
Miscellaneous income 1 1  
Associate share 13 4  
Profit 1,094 903  
Less: 1974 dividend 241 205  
Interim dividend 24 24  
Tax 25 24  
Net profit 828 679  
Dividend 241 205  
Attributable 587 474  
Extraordinary credit 1 1  
Preference dividend 3 3  
Ordinary dividends 10 10  
Retained 576 469

\* After depreciation £122.8m.

Excluding Industrie Pirelli, the results of Dunlop Pirelli Union, as they affect Dunlop holders, show an increase in sales of 14 per cent. to £1,490m., and profits before tax of £97m. (£97m.). The improvement derived almost entirely from Dunlop and Pirelli companies operating outside Europe, although both Dunlop AG and Veith Pirelli AG returned to profitability in Germany.

Including Industrie Pirelli, the sales figure is £1,700m. (£1,600m.) and pre-tax profit £99m. (£95m.). The substantial losses of Industrie Pirelli have already been reported in Italy as well as the

### HIGHLIGHTS

Dunlop has had a substantially better second half while there is further earnings growth in the first quarter and capital spending will be very much higher this year. Lex also takes a look at National and Commercial Banking where profits have shown a useful improvement in the first half due to better banking margins and the absence of any special provisions. Elsewhere Whessoe has moved into the black while there is a forecast of profits totalling some £1.8m. for the year but there are doubts about prospects beyond 1975. Dutton-Forsshaw has had a much better second half and the full year total is 34 per cent. higher. Lower interest charges at Marshall's Universal have helped to push profits up by 15 per cent. at the pre-tax level.

### Lighting & Leisure advance

WITH BOTH divisions again increasing profitability, pre-tax profit of Lighting & Leisure rose from £287,400 to £351,576 for the half year to January 31, 1976.

Restated earnings per 10p share are up from 1.98p to 2.37p. The interim dividend is 1p net per share and it is intended to pay a similar final making a total of 2p, as forecast at the time of last December's one-for-one rights issue. In the previous year a single net interim of 2p was paid, on record pre-tax profits of £723,900.

Sales in the half year increased from £3,700m. to £4,130m., and trading profit from £320,032 to £393,971.

Pre-tax profit is struck after depreciation and amortisation up from £24,632 to £42,065. After tax profit rose from £148,000 to £170,000 and net profit was up from £139,400 to £169,376.

The chairman, Mr. N. H. Davis, says that the benefits of the last year's good summer enabled the leisure division to refill quickly the empty pipeline between manufacturer and consumer.

The group will be able to take advantage of any quick trade de-stocking against consumer demand in the coming summer and thus enjoy what could be described as "more than one season's trading in the year."

Although Lighting and Leisure says it is still feeling the squeeze of inflation, trading margins at 9.1 per cent. in the first half have held steady at last year's overall level while pre-tax profits have risen 22 per cent. on a turnover increase of 9.5 per cent. Comparative figures for the current half will have to take into account the set-back to production in the Lighting division last year after

also benefited from increased concentration on spare parts and servicing. Growth this year looks like being at a rather slower pace but British and Canadian is still making progress and so far there is no sign of a slowdown in used car sales. In the short term then the shares at 28p, which yield 10.1 per cent., look reasonably well supported, though in the longer term if the used car market is unable to maintain its present level the group's high gearing—the borrowing ratio is now around 108 per cent.—could give some cause for concern.

### Marshall's Universal upsurge

TURNOVER for 1975 of Marshall's Universal increased from £22.8m. to £34.2m., and pre-tax profit expanded from £1.57m. to a record £1.81m., after an advance from £1.5m. to £1.8m. for the first half. Stated earnings for the first half were 54.25p (54.38p). A final dividend of 3.00p on capital increased by scrip and rights issues effectively raised the net total from 5.88p to 6.045p.

A substantial increase in profits from U.K. activities is expected in 1976 as recent acquisitions will be contributing to results and further acquisitions are contemplated, the directors state.

Also sales of Peugeot motor cars in the first three months are up by 23 per cent., and higher cost problems which adversely affected the component manufacturing company, have been rectified.

1975 1974  
£m. £m.  
Motor vehicle sales 17,061 15,289  
Paper and board 1,281 1,281  
Components 1,522 1,583  
Food processing 239 239  
Total 20,103 20,432  
Less: 1974 dividend 2,250 2,250  
Motor vehicle profit 1,606 1,320  
Components 2 2  
Paper and board 2 2  
Food processing 2 2  
Total trading profit 1,610 1,324  
Interim dividend 1,570 1,570  
Profit before tax 1,807 1,574  
Less: 1974 dividend 2,250 2,250  
Extraordinary dividend 13 13  
Dividend 154 154  
Retained 1,666 1,410  
U.K. £11.0m. (£10.7m.) and East Africa £1.1m. (£1.1m.) and East Africa £1.1m. (£1.1m.)

In East Africa rising vehicle prices in relationship to a virtually unchanged monetary quota into Kenya resulted in a slight fall in unit sales and profits thereon in that territory. In Tanzania no new vehicle sales were permitted.

This situation, however, resulted in brisker demand for servicing facilities and new components and a substantial increase in profits from this source, the directors state.

Overall the position in 1975 was of satisfactorily increased profits from East Africa, they add.

comment  
After a 42 per cent. downturn at the half-way stage Dutton-Forsshaw staged a strong second-half recovery to lift the full-year pre-tax level by 34 per cent.

Comparison with a very depressed period in the second half did flatter the recovery to some extent, but the group also enjoyed an upsurge in demand for agricultural equipment which took the British and Canadian subsidiaries up to a substantial level, after a break-even at half-time.

New car sales were depressed throughout the year as breakdowns in supplies from British Leyland restricted volume growth. However, used car sales rose steadily during 1975 and the group

### DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding year	Total last year
Brixton Estate	0.59	July 30	0.54*	1.71
Clement Clarke	1.25	—	—	1.25
Dorland-Robert	0.78	—	—	0.72
Dutton-Forsshaw	1.25	July 1	0.85	1.75
Dunlop	1.25	—	—	1.25
Guardian Trust	2.21	July 2	1.26	1.96
Joseph Holt	1.28	—	—	1.16
Hoskins and Horton	2.2	—	—	2.64
Lighting and Leisure Int.	1(a)	July 15	2.3	2.3
Marshall's Universal	3	June 30	4.97	5
Marshall's Universal	3.29	—	—	6.04*
Neil and Commercial Int.	1.15	July 1	1.05	2.3
Peacock Sash	1.74	July 7	2.5	2.74
C. H. Pearce	1.06	June 14	0.96	2.78
Roberts Adlard	2.25	July 1	1.95	3.28
Turiff	3.78	—	3.44	3.78
Wessex Int.	2.53	—	0.43	0.8
Wid. Capitals Int.	2.8	June 21	2.8	2.8
Whessoe	1.43	—	—	1.63

Dividends shown pence per share net except where otherwise stated.

\* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. (a) On capital doubled by a rights issue.

### Tilbury Contracting cautious

THE CURRENT year is bound to be difficult for the construction industry and Mr. J. G. Beavor, retiring chairman of Tilbury Contracting Group, says it is impossible to forecast results.

He said that U.K. activities will still depend on the economic climate and its effect on the public and private sectors. The year has started in a strong position and an encouraging volume of new work has been secured.

Mr. Beavor is confident that with the Nigerian associates the group will be able to do course to build a profitable contracting organisation. Profits cannot, however, be expected from this new venture for some time.

He was unable to set aside £1m. to cover the provision of plant to be shipped from the U.K. to the Nigerian venture.

As reported on April 1, group profits for 1975 were £25.0m. (£22m.) and the dividend is 16.50p (15.25p).

Meeting, 26, Finsbury Square, E.C.2, May 26 at noon. Mr. Patrick Edegar-Farrington will take over as chairman.

PRE-TAX PROFIT for 1975 of Hoskins and Horton improved from £457,523 to a record £484,229, after £224,300, against £248,900 for the first half. Turnover for the half expanded from £2,529 to £2,702m.

Stated earnings per 20p share rose from 9.7p to 12.3p. A final dividend of 2.9p steps up the net total from 3.08p to 4.25p a share.

The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

### Peak £0.6m. by Hoskins and Horton

PRE-TAX PROFIT for 1975 of Hoskins and Horton improved from £457,523 to a record £484,229, after £224,300, against £248,900 for the first half. Turnover for the half expanded from £2,529 to £2,702m.

Stated earnings per 20p share rose from 9.7p to 12.3p. A final dividend of 2.9p steps up the net total from 3.08p to 4.25p a share.

The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

## Brixton Estate increase

NET rental income for 1975 of Brixton Estate rose from £5.21m. to £5.33m., and profit increased from £587,000 to £596,000 after tax. The directors state that since the beginning of 1976 there has been signs of a modest revival in confidence and a number of satisfactory lettings have been negotiated.

The company continues to look for new schemes, particularly in the U.K. and Europe and a number of interesting proposals are now being considered.

Properties held, or in the course of development, have been valued by the property director, and in his opinion their value in aggregate exceeds their book figure.

Investment profit came to £1.61m. against £1.41m. There was no dealing profit (£20,000). Interest on properties in course of development cost £589,000 (£588,000) and miscellaneous capital expenditure amounted to £37,000 (£38,000).

Inflation adjusted account shows pre-tax profits at £596,000 on a current cost accounting basis and group assets at £2,070m. compared with an historic net of £1.89m.

The ultimate holding company is Leas Investments. Meet Savoy Hotel, W.C., on May 26 noon.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

comment  
The company has interests in civil engineering, hospital equipment manufacture and building.

## The Royal Bank of Scotland Limited

(Incorporated in Scotland by Royal Charter in 1727 and registered under the Companies Act 1948)

US \$ 30,000,000

Floating Rate Capital Notes 1983

Unconditionally and irrevocably guaranteed as to payment of principal and interest by

## National and Commercial Banking Group Limited

## Peachey growth prospects

any's request. This follows the plan for a merger of USM with Amhart Corporation.

**Lovell's**  
0205 000

**£387,000  
loss**

**Lowell's Shipping and Transport group** incurred a pre-tax loss of \$97,000 in 1975 compared with

profits of £320,100 previously. Gross revenue was £10.49m, against £11.41m.

\$27,800, the directors said that measures taken would enable them to contain further losses. A single final dividend payment

	1975	1974
gross revenue	\$1,482,000	\$1,141,000

Loss before tax	307,073	\$309,153
Credit	192,700	14% net
Minority, net	7,000	—
Loss	217,373	\$221,000
Dividends	21,100	10% net
* Profit	196,273	10% net

The directors report that with an unprecedented fall in 1975 of

container traffic to and from the continent and Euro the group incurred substantial losses in the first nine months of which about 100,000 can be attributed to

losses incurred due to labour disputes in the Ports of London and Bristol. Drastic action was taken and the losses were brought under control.

With improved traffic flows since the New Year the group is now trading profitably and a modest profit is expected for the first half of 1976. The company is not a

1976. The improvement is expected to continue for the second half. The liquid position strong they add.

... ..



ing profession is now in course of drafting a detailed accounting standard to give effect to these recommendations. Until this work has been completed, it will not be possible to be precise as to the effect on your Company's accounts of these recommendations but clearly it will be much less than in the case of most companies and is unlikely to affect adversely the payment of the dividend or significantly the dividend cover.

46	P.P.	12/5	97/10	47	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	48	Ward (C. W. J.)	150	5
47	P.P.	12/5	97/10	49	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	50	Ward (C. W. J.)	150	5
48	P.P.	12/5	97/10	51	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	52	Ward (C. W. J.)	150	5
49	P.P.	12/5	97/10	53	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	54	Ward (C. W. J.)	150	5
50	P.P.	12/5	97/10	55	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	56	Ward (C. W. J.)	150	5
51	P.P.	12/5	97/10	57	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	58	Ward (C. W. J.)	150	5
52	P.P.	12/5	97/10	59	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	60	Ward (C. W. J.)	150	5
53	P.P.	12/5	97/10	61	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	62	Ward (C. W. J.)	150	5
54	P.P.	12/5	97/10	63	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	64	Ward (C. W. J.)	150	5
55	P.P.	12/5	97/10	65	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	66	Ward (C. W. J.)	150	5
56	P.P.	12/5	97/10	67	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	68	Ward (C. W. J.)	150	5
57	P.P.	12/5	97/10	69	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	70	Ward (C. W. J.)	150	5
58	P.P.	12/5	97/10	71	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	72	Ward (C. W. J.)	150	5
59	P.P.	12/5	97/10	73	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	74	Ward (C. W. J.)	150	5
60	P.P.	12/5	97/10	75	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	76	Ward (C. W. J.)	150	5
61	P.P.	12/5	97/10	77	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	78	Ward (C. W. J.)	150	5
62	P.P.	12/5	97/10	79	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	80	Ward (C. W. J.)	150	5
63	P.P.	12/5	97/10	81	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	82	Ward (C. W. J.)	150	5
64	P.P.	12/5	97/10	83	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	84	Ward (C. W. J.)	150	5
65	P.P.	12/5	97/10	85	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	86	Ward (C. W. J.)	150	5
66	P.P.	12/5	97/10	87	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	88	Ward (C. W. J.)	150	5
67	P.P.	12/5	97/10	89	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	90	Ward (C. W. J.)	150	5
68	P.P.	12/5	97/10	91	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	92	Ward (C. W. J.)	150	5
69	P.P.	12/5	97/10	93	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	94	Ward (C. W. J.)	150	5
70	P.P.	12/5	97/10	95	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	96	Ward (C. W. J.)	150	5
71	P.P.	12/5	97/10	97	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	98	Ward (C. W. J.)	150	5
72	P.P.	12/5	97/10	99	Ward (C. W. J.)	150	5
130	P.P.	12/5	97/10	100	Ward (C. W. J.)	150	5

## Investment in U.K.

In the United Kingdom the Blue Circle Group has made a massive investment in modern manufacturing plant: approximately 60% of which is less

**Energy**

In the last ten years in the U.K. the Group (which uses some 1% of the country's annual energy consumption) has succeeded in reducing the fuel

**Worldwide**  
Our total profits before tax are available to the Group's overseas subsidiaries.

**Worldwide**

Our total profits before tax are available to the Group's overseas subsidiaries.

Our company is now operating a policy service, on a worldwide basis.





# The Property Market

BY QUENTIN GUIRDHAM

## Weinberg sees the death of the giants

"I was reading out the death sentence (on the property investment company). But that wasn't intended to be a bearish statement."

Mark Weinberg, managing director of Hambro Life Assurance, is not given to talking Irish, and these remarks at the end of the paper he presented to Jones Lang Wootton's conference on Wednesday are quite logical providing you accept his basic thesis: institutions want to see 20 to 30 per cent. of their funds in property; property shares are, mainly for tax reasons, a bad way to invest in property; so the institutions must buy the companies and, despite being an anachronistic and inefficient investment medium, the companies will fetch good prices for their shareholders in the funeral rites.

If it isn't bearish, how bullish is this argument? If the major property investment companies are doomed to show no more growth outside their present portfolios, and eventually to be swallowed, then to keep the Stock Market interested they had better be swallowed quickly, or at least enough of them had better be swallowed in order to

offer hope for shareholders of the rest. Weinberg emphasised the swallowing capacity of the institutions (a single year's investment cash flow from the pension funds and insurance companies being enough to buy the entire cross assets of the quoted property companies). He also gave his own forecast of the speed of acquisitions. The funds would like to get their property holdings up to 20 to 30 per cent. of their total holdings (and this must imply buying out the companies) in "years rather than decades."

What he did not forecast was the price the institutions should pay. But in answering a question about suitable discounts for shares to be selling at now, he indicated that the institutions should be able to take takeover costs, stamp duty, etc. out of the discount they could buy at. So something below net asset value was called for.

That is the institution's natural desire, and we will know a lot more about what the market thinks on this point of pricing by the time the Sun Life, Arisgen and Welfare-Keith and Henderson bids are settled one way or the other.

But whatever loose ends he wisely left, Weinberg had previously produced a comprehensive case against property companies as they have grown up since the war. The lethal blow had really been struck by Corporation Tax in the 1965 Finance Act, he said. It was partly the strong personalities of the developers, partly the rush of new institu-

tions to get a foothold in property (hence the continuance of long-term funds at low rates and the fierce competition for completed developments) which had masked the change.

The aftermath of 1974 was, he said, merely bringing home to the institutions what had been true for years. They should not use shares as a way to invest in property and without their main shareholders to produce future capital for them, the big investment companies could not prosper.

Weinberg's case is based on income. A pension fund pays no tax on rental income and a life company pays CGT at 30 per cent. A pension fund receiving rental income through property company dividends loses 52 per cent. to tax and the policyholder 69 per cent.

On the capital side, the pension fund is again free of tax and a life company pays CGT at 30 per cent. If property is sold at a profit by a property company, a pension fund shareholder gets no relief on this, for him, unmerited CGT, while a life company can face a second level of CGT when it sells its shares in the property company.

The advantage of a company's gearing to a fund was illusory, argued Weinberg, because in buying a geared company's shares an institution was really only buying a proportion of property and a proportion of fixed interest investment. It could equally achieve the same balance by justifying its own direct portfolio of property and fixed interest.

To these factors had to be added the volatility of share prices, with Weinberg saying that a large block of shares was in practice less liquid an investment than a building. The new insurance regulations on solvency margins made mobility more necessary than before.

Weinberg then moved into the field of personal investment. Here, the logic of buying bonds rather than shares (as we all know largely through his efforts) is impeccable. What is not so certain is how far the individual regards them as comparable investments, or how far the monthly payment to one cuts down the racing money on the other.

But the private investor will not be enough to sustain the share prices of major groups if, even though the institutions fail to swallow them, they still bail out of the shares. The private investor, according to Weinberg, will be left to invest in the rockier companies which, left on the shelf in the institutional marriage season, may survive to jog along on portfolios of secondary properties providing high yields.

His other two survivors are the pure development group, and the construction company which wants to hold its reserves in the form it knows best, property.

So, within a decade, the major property investment companies will be gone, all the famous names swallowed. It is an intriguing idea, if only to work out who could digest Land Securities. But then what won't the institutions, or whoever "directs" them, control by 1990?

## Brixton's values

The 60 per cent. of industrial in its portfolio may explain the more favourable result a Jones

Lang Wootton valuation on the same day has produced for Brixton Estate compared with Arisgen. Both are on the straight open market basis.

Brixton had last been valued in December 1972, when J.L.W. had covered £46m. worth of the properties. Included this time were nearly £5m. (at cost) of additions since then, meaning the values were looking at buildings shown in the accounts at £54.7m. They have decided they are worth £56.5m.

A drop in the original valuations of around 10 per cent. (it could have been 20 per cent. on a more usual portfolio mixture) may be indicated, with some more recent successful developments like Dunstable making up the lost ground. Whichever way the sums were done, they must add up to a confirmation of industrial values even in a week when office sales have made the more exciting news.

## OUT AND ABOUT

After two years of talks, Lesser Ltd. looks to have found a profitable solution to its West of Paris site at Longchamps. It bought some extra land from the local authority. Successes, and over a total floor area of 140,000 square metres, will develop 7,800 square metres of it as a telephone exchange for the PTT with the rest as a bus depot and workshop for the authority. The PTT will be buying out the project when completed. The indexed contract has a present value of Frs.25m., with completion due next summer.

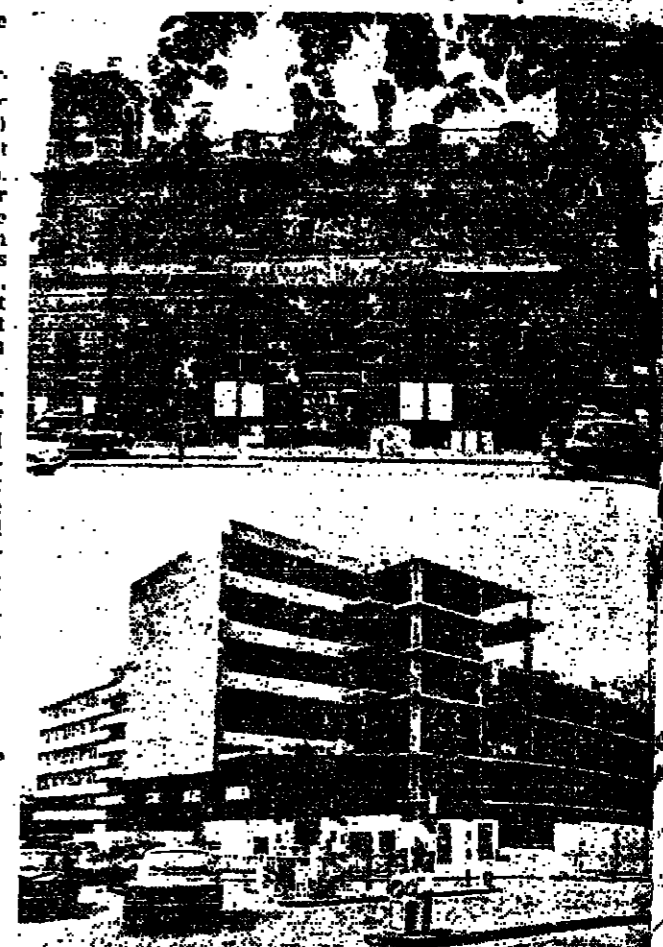
This is the largest development which the Lesser group, primarily in construction, has undertaken on the Continent. But recently it has built or refurbished small offices in

Amsterdam, Brussels and The Hague, and has them all let.

Coinciding with planning permission for SavaCentre (Sainsbury and British Home Stores) for a 70,000 square foot store at Washington New Town, Co. Durham, Tesco is to build over 100,000 square feet on a 101 acre site leased from Basilidon Development Corporation. Sales area will be 90,000 square feet, making it 20,000 square feet larger than the new Tesco at Llan and the largest store in the South-East.

Class distinction note from Sir Robert Black, chairman of Clerical, Medical and General Life Assurance Society (properties in balance sheet at £38.2m, estimated market value £52.1m): "With its large and well-spread portfolio of properties, the Society does not feel the same sense of urgency to buy properties as may be the experience of some less well-established funds. . . . In our view, the biggest disservice that can be done to property investment at the present time is to encourage the buying of secondary property on too low a yield basis. There is nothing inherently wrong with a secondary property, provided it is not undervalued. Much of the property now on offer is hardly good enough, we believe, to justify the general description of 'secondary' with which it has now become fashionable to label it."

A rare deal between British and Brazilian developers: London Sackville Property Holdings, through Dutch associates, is investing in a Sao Paulo residential development by quoted group Construtora Adolpho Lindenborg, as first step into the Brazilian market. Initial investment is only the equivalent of £250,000, but London Sackville should increase this to represent 9.25 per cent. of a £10m. project.



Blackfriars Station, backing onto the Thames in the City of London, in 1971 and yesterday. Later this month accountants Peat Marwick Mitchell move into the completed first phase (left) of the redevelopment, the first and only commercial development that British Rail has undertaken through its own Property Board rather than in association with an outsider. But at Blackfriars, BR did join forces to assemble the site with King's College, Cambridge, which owned the country's oldest public cold store standing next door to the station. Peat Marwick will also be taking the second phase of the development (right) when completed next year making a total of 100,000 square feet of offices.

# INDUSTRIAL AND BUSINESS PROPERTY

A DEVELOPMENT BY HANOVER ST GEORGE SECURITIES LTD.

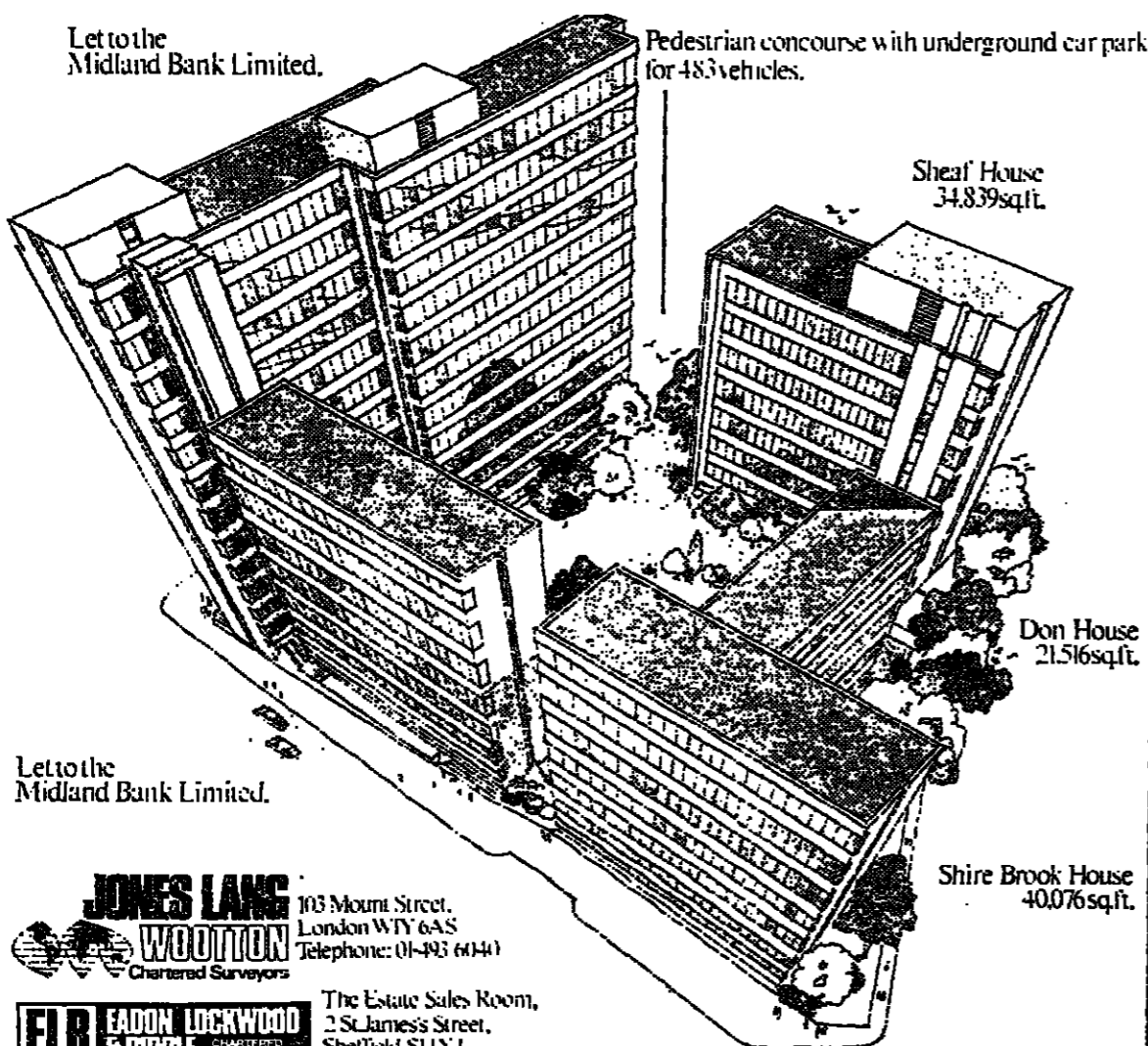
## The Pennine Centre SHEFFIELD

Phase 1 of 154,000sq.ft. Let to the Midland Bank Limited.

## TO LET

Phase 2 of 96,000sq.ft. Available Summer 1976.

Let to the Midland Bank Limited.



Pedestrian concourse with underground car park for 483 vehicles.

Sheaf House 34,839sq.ft.

Don House 21,566sq.ft.

Shire Brook House 40,076sq.ft.

JONES LANG WOOTTON 103 Mount Street, London W1Y 6AS Telephone: 01-93 6040

ELR EADON LOCKWOOD 2 St James's Street, Sheffield S1 1NL Telephone: 0742-7127

An illustrated brochure and full details are available from the Joint Agents.

Upon the instructions of the Salters' Company

### 4 Fore Street London EC2

New prestige air conditioned offices  
Approximately 15,628 sq ft  
To be let - £10.75 per sq ft

### Debenham Tewson & Chinnocks

Chartered Surveyors  
Bancroft House Paternoster Square  
London EC4P 4ET  
01-236 1520 Telex 883748  
London Paris Frankfurt Hamburg  
Sydney Toronto Bahrain New York

### LONDON, E.15

#### Factories/Warehouses WITH OFFICES

on main road (A.11)

completely refurbished to a high standard

10,720 sq. ft.—Single Storey  
18,730 sq. ft.—Single Storey  
24,810 sq. ft.—Single Storey with  
Offices on ground and first floors  
or multiples thereof

TO LET OR FOR SALE FREEHOLD  
Details from Joint Sale Agents:

apply to joint sale agents:

**King & Co** Chartered Surveyors, 1 Snow Hill, London EC1 Tel: 01-236 3000

**MICHAEL KALMAR & Co** Bridge House, Queen Victoria Street, London EC4V 4EX Tel: 01-236 6871

### Cheapside EC2 (just off)

#### Modern self-contained offices 6,800 sqft

#### To Let on long lease

Joint agents:

**WALKER SON & PACKMAN** Chartered Surveyors 01-606 8111  
Blossoms Inn 23 Lawrence Lane London EC2V 8DD

**MATTHEWS GOODMAN** 01-248 3200  
Malvern House 72 Upper Thames St London EC4R 3UA

## Factories & Warehouses

**BOLTON (Lostock)**  
12,500 sq. ft.  
Single Storey Warehouse adjoining M61 Link Road  
IMMEDIATELY AVAILABLE TO LET

**DENMARK HILL, SE.5.**  
Showroom, Workshop & Filling Station  
5,500 sq. ft.  
FOR SALE FREEHOLD

**ENFIELD, Middx.**  
Newly constructed Warehouses with Offices  
20,000-42,000 sq. ft.  
TO LET or FOR SALE FREEHOLD

**FELTHAM, Middx.**  
Modern Single Storey Warehouse and Offices  
52,070 sq. ft.  
TO LET

**LANCING, Sussex**  
Factory/Warehouse Units  
10-60,000 sq. ft.  
TO LET—IMMEDIATE OCCUPATION

**MILTON KEYNES (Wolverton)**  
New Warehouse/Factory Units  
8,900-26,640 sq. ft.  
IMMEDIATELY AVAILABLE  
TO LET from £1.05p per sq. ft.

**PORTSMOUTH, Hants**  
Factory  
22,000 sq. ft.  
FOR SALE FREEHOLD

**TONBRIDGE, Kent**  
Factory  
3,250 sq. ft.  
LEASE FOR SALE

**King & Co** Chartered Surveyors  
1 Snow Hill, London EC1 01-236 3000  
Manchester Leeds Brussels Teler 885485

### 60,000 SQUARE FEET FULLY AIR-CONDITIONED OFFICES TO BE LET

#### MANCHESTER CITY CENTRE

EACH FLOOR 5,176 Sq. Ft.  
AVAILABLE AS A WHOLE OR IN FLOOR

CARPETED THROUGHOUT, THREE HIGH SPEED LIFTS, BRONZE TINTED WINDOWS WITH LOUVRE BLINDS

IMMEDIATELY AVAILABLE

**Dunlop Heywood & Co** Chartered Surveyors 90 Deansgate, Manchester M3 2QP 061-834 8384

### INTERESTING INVESTMENT

Riverside building, sound condition, 214,000 sq. ft., opposite Tower Hotel, sprinkler system fitted, suitable Warehousing/Industrial but could readily be refurbished to provide a combination of imaginative schemes. Very low rent. Long Lease if required. Offer for freehold considered.

Write:—  
BUTLERS, Lafone Street, S.E.1

### FOR SALE FREEHOLD COWES ISLE OF WIGHT

#### NEW SINGLE STOREY FACTORY

28,000SQ. FT. ON 8 ACRE SITE

- Built to high specification
- Fully heated and sprinklered
- Large car park and good access
- Additional industrial land available

**CREASEY & JEFFERY**, 139 High St, Newport, Isle of Wight PO26 1AA Tel: 098 381 5241

**Edward Rushton** Son & Kenyon 2 Duncan Terrace, City Road, London N1 8BZ Tel: 01-278 6951 also at Manchester and Overseas.

### FULLY AIR-CONDITIONED OFFICES TO BE LET

#### SIBSON HOUSE SALE, CHESHIRE

COMPRISING 130,000 Sq. Ft. on 5 Floors

5 MILES MANCHESTER CITY CENTRE  
4 MILES MANCHESTER RINGWAY AIRPORT  
1 MILE TO MOTORWAY ACCESS  
PARKING FOR 367 VEHICLES

Descriptive Brochure available from:

**Dunlop Heywood & Co.** Chartered Surveyors 90 Deansgate, Manchester M3 2QP 061-834 8384

مكاتب الأهرام

هناك اعلان

# Eton Court

ETON, WINDSOR, BERKSHIRE



A NEW OFFICE DEVELOPMENT  
—NOW AVAILABLE

3,900 sq. ft. offices to let.  
As a whole or in floors from 3,540 sq. ft.  
Heathrow Airport — 10 minutes  
Ample under-cover parking

**Gooch & Wagstaff** 01-600 1797  
Sole Agents  
**Stuart Partnership**  
3/9 Sheet Street, Windsor  
62333

## CHARLES HOUSE SOLIHULL



50,000 sq. ft.  
just completed  
and to let

UNDOUBTEDLY THE FINEST DEVELOPMENT OF ITS SIZE IN THE MIDLANDS

- \* Ideal Head Office (or divisible into units from 2,600 sq. ft.)
- \* Prestige air-conditioned offices on 5 floors
- \* On edge of parkland but only 3 mins. from major shopping centre
- \* Parking for 180 cars, 50% under cover
- \* 20 mins. from centres of Birmingham and Coventry
- \* 2 mins. from Access to M42 (opening '78)
- \* 10 mins. from N.E.C. Birmingham Airport and Inter-City Rail

ASK ABOUT  
THE FURNISHED SHOW SUITE  
Joint Letting Agents:  
SHIPWAY DOBLE & EARLE  
Telephone: 021-643 8822  
LAWRENCE VANGER & CO.  
Telephone: 021-643 9602

**DAVID CHARLES**  
development



Presenting Britain's most  
distinctive office building  
**St Paul's House Park Square Leeds**  
7 floors of approx 10,000 sq ft each  
**To Let**

St. Paul's House began life two years ago as a cloth warehouse designed by a famous Victorian architect. But behind the carefully preserved facade is now a completely modern office building. Contemporary methods have been used in its conversion and the interior design and layout materials employed reflect the spacious richness of Victorian living.

- The tenants of this unique building will enjoy these star advantages:
- \* The surroundings of a Georgian Square in a conservation area
  - \* Office with superb finishes including complex carpeting
  - \* Full air conditioning with individual office control
  - \* A prestige approach via the new main entrance in Park Square
  - \* Central situation—only a few minutes from Leeds City Station and main shopping area

**Weatherall  
Hollis & Gale**  
Chartered Surveyors  
150 Park Square  
Leeds LS1 3PP  
Telephone: 0532-420000 Telex: 527544  
Fax: 0532-420001

For full details apply to Joint Letting Agents:  
**benjamin, bentley  
and partners**  
Property House, 46-48 Westgate, Bedford BD1 2QR  
Telephone: 0274 28782

A development by  
English Property Corporation Limited

## DORKING, SURREY, 24 MILES LONDON

SELF-CONTAINED  
NEW OFFICES  
WITH AMPLE  
ON SITE  
CAR PARKING



9,132 sq. ft. net  
**TO BE LET**

- The offices are situated in a quiet location, close to the centre of this thriving Surrey town, with Dorking Station and main shopping area close by.
- \* Complete flexibility of layout
  - \* Excellent natural light
  - \* Central Heating
  - \* Will let as 2 suites
  - \* Available early summer 1976

Contacts: Brian Rainbow,  
Chailey Developments Ltd.,  
Royce House, Chapel Street  
Marlow, Bucks.  
Tel: Marlow 4922

**Chailey** build for business  
A member of the Joyce Group

## Tayside



strategic  
sites for  
North Sea  
growth companies.

Tayside is one of Scotland's fastest expanding East Coast regions. New industrial estates, as well as individual factories and offices are now being developed—both to service North Sea projects, and to meet expanding European trade.

Major international companies growing with Tayside include:

- \* Halliburton (U.S.)—the leading offshore engineering company
- \* Michelin—major European tyre manufacturers
- \* Nestlé—international food manufacturers

Each of these companies chose Tayside for three sound reasons: (1) Dependable labour, (2) Local cash benefits, (3) Market access.

If you'd like to know more about Tayside, ring or write:

J. S. Gorie, Development Officer,  
Tayside Regional Council,  
Mains Loan, Dundee.  
Telephone Dundee 23281

Details on individual developments from:

### PERTH

Inveralmond Estate:  
65 acres:  
Lease £500 per acre p.a.  
Contact:  
Chief Executive  
Tel. Perth 24241

### DUNDEE

Sites from 1/2 acre-80 acres.  
Advance Factories from  
3,080-56,000 sq. ft.  
Contact:  
Councillor Jack Martin  
(Responsible for Industrial  
Development)  
Tel. Dundee 23141 Ext. 428

### BETT

Units from 2,950 sq. ft.  
at Dundee, Carnoustie  
and Kinross—  
Immediate entry.  
Contact:  
Derek Rennie ARICS  
Tel. Dundee 84191

### MONTROSE

Sea Oil Services Limited  
(the P & O Group) offers  
40 acres comprehensive  
offshore support base for  
North Sea development.  
Contact:  
D. H. Seedles  
Tel. Montrose 2779  
telex 76407

Offices  
Office sites  
Factories  
Warehouses

Telephone:  
0733-68931 Ext.326  
Chief Estates Surveyor  
Peterborough Development Corporation  
PO Box 3 Peterborough PE1 1UJ

## GLASGOW

**Prestige Office Accommodation**  
**22,360 sq. ft. approx.**  
**Will sub-divide - To Let at competitive rental**

**Richard Ellis**  
Chartered Surveyors  
Trafalgar House, 75 Hope Street  
Glasgow G2 6AJ  
Telephone: 041-204 1931

**Gairdner Smith**  
2 Deanery Street  
Park Lane, London W1Y 6JD  
Telephone: 01-493 8121

**G.L. Hearn & Partners**  
104 West Campbell Street  
Glasgow G2 4TY  
Telephone: 041-248 4000

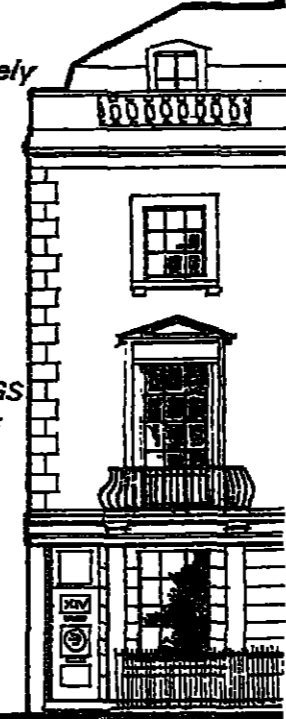
## 14, Suffolk Street, London SW1

Elegant Regency building  
modernised to an extremely  
high standard and  
providing approx  
1,650 sq. ft. of office  
accommodation

- GAS FIRED CENTRAL HEATING
- CLOSE FITTED CARPETS
- RECESSED LIGHT FITTINGS
- EXECUTIVE TOILET SUITE

**TO BE LET**

Sole Agents:  
**Cluttons**  
74, Grosvenor Street,  
London W1X 9DD  
Tel: 01-491 2768



## BATTERSEA S.W.8

**SUPERB MODERN  
H.Q./COMMERCIAL BUILDING**

31,750 sq. ft. approx.  
including  
12,000 sq. ft. Offices approx.  
**LEASE FOR SALE  
or might let**

**Edward Erdman**

6 Grosvenor Street London W1X 0AD  
01-629 8191  
LONDON PARIS GLASGOW

## PARK ROYAL N.W.10

IDEAL H.Q. BUILDING  
WAREHOUSE/FACTORY/DISTRIBUTION DEPOT  
WITH HIGH OFFICE CONTENT

11,300 sq. ft.  
**FOR SALE (letting considered)**

Joint Sale Agents:  
**BATTY STEVENS GOOD** 23 Museum Street, London WC1 01-580 0091  
**SWEBY COWAN** 12 John Prince Street, Cavendish Square, London W1 01-400 2771

## Salvesen Tower Aberdeen's prestige office development

**41,500 SQ. FT.  
NOW TO BE LET**

- The most exciting new development in the city
- Fully central heated throughout
- Bronze tinted anti glare windows to all office areas
- Car parking allocation for all tenants
- Three high speed lifts servicing all floors
- Prominent harbour position
- Just 1/2 mile from the main rail and bus terminals
- Adjacent to the new roll-on roll-off ferry
- Minimum areas of 3,500 sq. ft. can be let
- Licensed premises and bank/showroom facilities available on ground floor

**Christian Salvesen  
(Properties) Ltd.**

Letting Agents:  
**F. G. BURNETT**,  
Chartered Surveyors,  
11 Rubislaw Terrace,  
Aberdeen AB1 6XJ.  
Tel: 572661

## Scotland ABERDEEN HARBOUR

### Prime Site

**Blaikies Quay/Commercial Quay**  
approx. 2.43 acres

**Warehouse/Storage**  
approx. 127,340 sq. ft.

**FOR SALE**

**Richard Ellis**  
Chartered Surveyors  
Trafalgar House, 75 Hope Street  
Glasgow G2 6AJ  
Telephone: 041-204 1931

**F. G. BURNETT**  
Chartered Surveyors  
11 Rubislaw Terrace  
Aberdeen AB1 6XJ  
Telephone: 572661

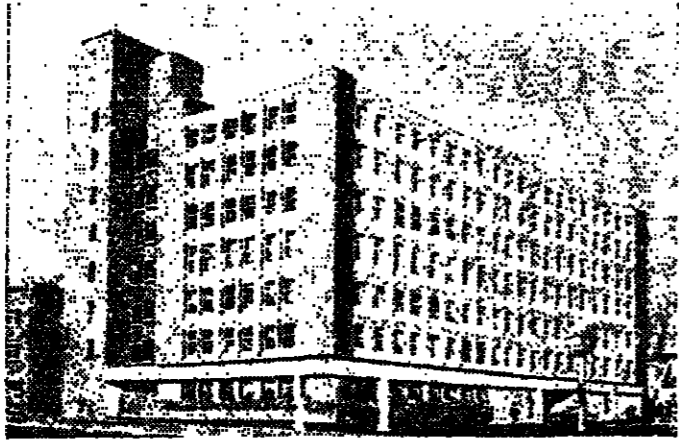
## KINGS HOUSE

### Kings Street, Bedworth

#### Central Area

Coventry 5 miles, Birmingham 20 miles  
M6 Motorway link 1½ miles  
25,000 sq. ft. net

Gas fired central heating, High Speed Lifts,  
Car parking, Excellent Rail and Road communications



A Central Area Development by  
**PROPERTY HOLDING & INVESTMENT TRUST**

**LOVEITTS**

Chartered Surveyors

9 Euston Place, Leamington Spa CV32 6BS and 29 Warwick Row, Coventry CV4 2JF Ref. PGB

## Ganton House

### 14-22 Ganton Street London W1

■ Approx. 16,500 sq. ft. of self-contained office suites with ancillary studio/showroom space comprising the five upper floors of the building

■ Recently refurbished to a high standard; centrally heated, part double glazed, fully carpeted, passenger and goods lifts

■ Good West End location off Regent Street: excellent public transport facilities

■ To let in floors or as a whole

DRIVERS JONAS  
Chartered Surveyors  
18 Pall Mall London SW1Y 5NF  
01-930 9731



# EC4

EFFICIENT  
AIR-CONDITIONED,  
CARPETED OFFICES  
FROM  
2,500-50,000  
SQ. FT.

TO BE LET



**Hillier Parker**  
May & Rowland

34 35 King Street, London EC2V 8BA  
Telephone 01-606 3851

**Anthony Lipton & Co.**

38 Curzon Street, London W1Y 8AL  
Telephone 01-491 2700

## Dartford, Kent

### 7,835 sq. ft. (APPROX) Will Divide New Office Accommodation To Let

Situated in the new town centre development, the accommodation is on the 2nd floor and will provide clear open plan space. Finished to an extremely high standard with private entrance hall, lift, excellent natural light and car parking spaces available. Dartford is only 30 minutes from London by rail and an easy drive on the A2. The Medway Towns and Dover are easily accessible via the M2.

For further information contact the Letting Agents:

**DE GROOT  
COLLIS**

163 Moorgate  
London EC2M 6XB Tel: 01-628 4704

**PCP PRALL CHAMPION & PRALL**  
Chartered Surveyors

78 Spital Street, Dartford, D26 9JF

## Number One Cromwell Road SW7

A prominent building standing at the junction with Exhibition Road

### 6,000 sq. ft. Offices To Let

6 Garage parking spaces Self-contained Directors' pied-à-terre

**Gooch &  
Wagstaff**

Chartered Surveyors  
9/12 King Street, London EC2V 8ET  
01-600 1797

## 10-30,000 sq. ft.

of superbly refurbished  
offices now readily available  
in combinations of  
individual floors at

### BLACKFRIARS HOUSE, E.C.4.

For appointments to view contact either:

J.A.B. McIndoe R.A. Thorne  
01-606 4060 01-493 4371



Chartered Surveyors



A Refurbishment by

M.E.P.C.

Tel: 01-629 9022  
Ref: G. K. Wakeham

## Moorgate

### E.C.2.

First Class Offices  
To Be Let  
2,650 sq. ft.



Chartered Surveyors

33 King Street,  
London EC2V 8EE  
Tel: 01-606 4060  
Telex: 885557

PROPERTY ASSOCIATES DEVELOPMENT

## WITHAM Essex

### NEW SINGLE STOREY WAREHOUSE WITH PRESTIGE OFFICES

- Heating to Offices
- Lighting throughout
- Canopied loading bays
- Spacious yard & parking areas
- Adjoining A.12
- Immediate Possession

60,000 sq. ft. ON 3 ACRES  
Rent under £1.10 per sq. ft.

**Chamberlain  
& Willows**

Estate Agents - Surveyors - Valuers  
23 MOORGATE LONDON EC2R 6AX 01-638 8001

## CHEL TENHAM

### MODERN SINGLE-STOREY FACTORY 80,000 Sq. ft.—TO LET

Situated on a fine industrial estate only 2 miles from M5 motorway junction, and offering all amenities including central heating, two storey office block, canteen, 3 phase power supply, 16 overhead cranes, compressed air installations and a headroom of 16 ft. to eaves.

**John German & Son**

66 Grosvenor Street, London W1X 9DB Tel. 01-493 4974

## We'll shoulder your business burdens!

Things getting on top of you and you're thinking of getting out? Perhaps we could help. We are a public company seeking to purchase small to medium sized retail companies (non-food) with a minimum turnover of £350,000 per annum and preferably situated in Northern England or Scotland.

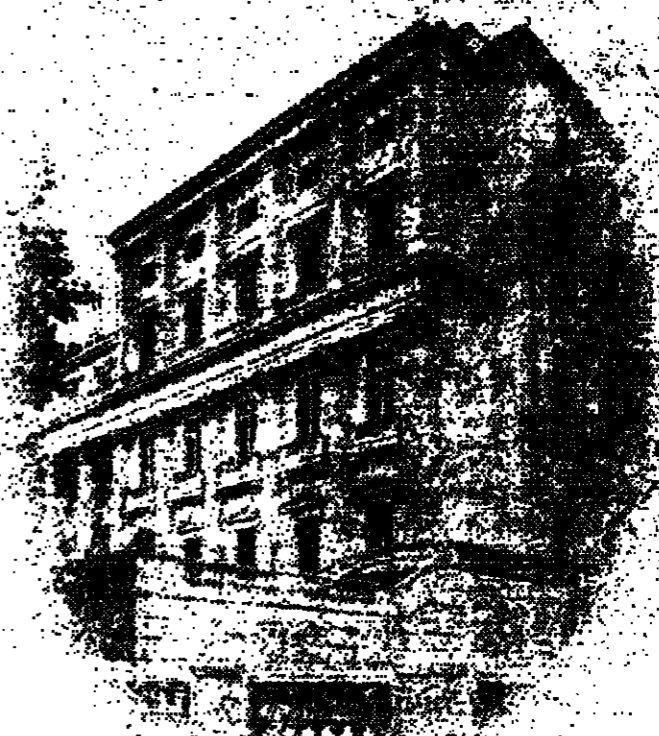
Please reply to Box Number B7879.  
Financial Times, 10 Cannon Street, London.

### PRIME GROUND FLOOR BANKING HALL TO LET

38 THREADNEEDLE STREET  
LONDON, E.C.2.



Chartered Surveyors  
Vinty House, Queen Street  
Place, London EC4R 3ES.  
Tel. 01-236 9961.



## 18 Carlton House Terrace

An elegant period building situated in the heart of St. James's comprising approximately 21,000 square feet. Ideally suited for conversion to an institute or Headquarters building.

01-491 2768

## Cluttons

74 Grosvenor Street, London W1X 9DD

By Order of the Royal National Life-boat Institution

## The R.N.L.I. Depot Borehamwood, Herts.

■ Total area approx. 55,500 sq. ft. includes 33,000 sq. ft. storage, 15,500 sq. ft. workshops, 4,000 sq. ft. offices

■ Ample car parking facilities

■ Conveniently located on the A1; excellent motorway communications with London & the Midlands

■ Freehold for sale with vacant possession

DRIVERS JONAS  
Chartered Surveyors  
18 Pall Mall London SW1Y 5NF  
01-930 9731



A McKay Securities Group Development:

AN OUTSTANDING PRESTIGE RIVERSIDE OFFICE & WAREHOUSE DEVELOPMENT  
Immediately Available SQ. 57,000 FT.



**READING**  
TO BE LET

Considered Divisions:	A. Offices	8,866 sq. ft.	B. Offices	8,543 sq. ft.
A. Warehouse	16,800 sq. ft.	B. Warehouse	20,800 sq. ft.	
	25,666 sq. ft. (net)		29,343 sq. ft. (net)	

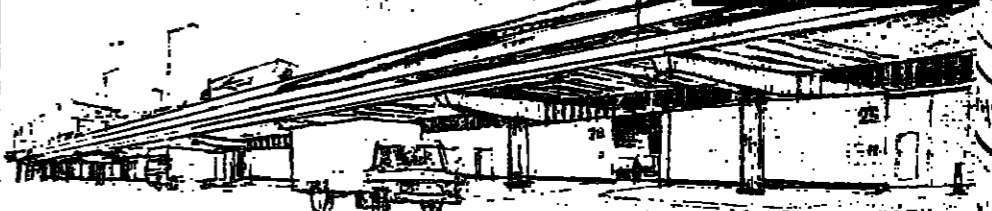
Sole Agents:

**A.C. Frost & Co**

1 High Street, Windsor, Berks. Tel.: Windsor 54555/8.

**WESTWAY LONDON W10**  
Light Industrial Units To Let under the M40  
From 3,450 sq. ft. or in multiples to 31,050 sq. ft.  
Now under construction—close to Ladbroke Grove Tube

**Weatherall  
Green & Smith**  
01-405 6944



## UXBRIDGE, MIDD.

24,234 sq. ft.  
SINGLE STOREY

### FACTORY or WAREHOUSE

LEASE FOR SALE  
Close to Town Centre

**King & Co**

Chartered Surveyors  
1 Snow Hill, London, EC1  
Telephone 01-236 3000 Telex 885485  
Manchester - Leeds - Brussels


### LIVE IN AN OLD TEA WAREHOUSE ON THE RIVER

I'm an architect and I have to say my huge flat at Wapping Old Dock. Think of the potential of 2,400 sq. ft. in a listed building in one of London's most historic but undeveloped areas. Other flats have sold at over my price of £46,000. If you want something unconventional with huge views for your boat moorings, it's a job for you. Walk past the Tower and down St. Katherine's Dock.

Ring me for more details, or come and see.

**ROGER SIMMONDS,**  
480 7108.

**HFB** **Healey & Baker**  
Established 1820 in London  
29 St. George Street, Hanover Square, London W1A 3BG 01-629 9292  
ASSOCIATED OFFICES: PARIS BRUSSELS AMSTERDAM & JERSEY

 **Sturgis**  
AND SON

61 East Lane London W1Y 7JF 01-493 1401

Aldermans House, Aldermans Walk, Bishopscote,  
London EC2M 3UL. Telephone 01 623 1351.

WYCOMBE, Modern single  
tory and offices of 26,000  
M4J close M4. All services  
For Sale. CRUICKSHANK'S  
Merial Department 28 High S  
High Wycombe 104941 23701.

## BUSINESSES FOR SALE

## THRIVING BUILDING COMPANY

Long established in S.W. Midlands/N. Huntingdonshire area. Excellent management and work force.

Housebuilding—present capacity approx. 80 units per annum plus contract and jobbing works. Annual turnover £300,000 to £400,000.

Own Land Bank with full consents.

Principals only reply in confidence to Box No. T.4330. Financial Times, 10, Cannon Street, EC4P 4BY.

OLD ESTABLISHED  
COIL STEEL PROCESSORS  
STEEL STOCKHOLDERS

Engaged in decolling, guillotining and profiling of coiled steel, stockholding of plate and sheet steel, iron, engineering and general supplies. Valuable freehold property, modern plant and machinery, established goodwill. T/O £2m. approx.

Principals only write Box E.7682, Financial Times, 10, Cannon Street, EC4P 4BY.

OUTWEAR CLOTHING MANUFACTURER  
BASED IN NORTH WEST ENGLAND  
AND NORTH WALES  
FOR SALE

ON A GOING CONCERN BASIS

Turnover—approx. £5 million. Staff—approx. 1,000

Full Sales Particulars from:

P.O. Box 1, 30 High Street, High Wycombe, Bucks.

Telephone STD 0494 21234

Reference CWM/RSI

## FLOORING COMPANY

Excellent opportunity to purchase a very sound and thriving business. Freehold showrooms and offices. Transport and good working staff. Situated in the North-East, well established flooring contractor, carpet contracting and retail and furniture retail. Genuine reasons for sale. Write Box E.7902, Financial Times, 10, Cannon Street, EC4P 4BY.

## TRANSPORT COMPANY

Medium sized Transport Company operating 20 vehicles in the field of refrigerated and general haulage, based in the South West of England. Allocation of Continental Permits. Services cover U.K. and Western Europe. Good contacts and modern fleet. Turnover well in excess of £300,000. Genuine enquiries by Principals only please. Health forces sale. Write Box Number E.7901, Financial Times, 10, Cannon Street, EC4P 4BY.

## GUERNSEY C.I.

BUILDING COMPANY  
FOR SALE

## ASSETS

14 Building Plot with full Planning Permission.

Vinery of 800 x 30 feet.

Sandpit of 1 Acre.

PRICE £40,000

Apply: DEBRICA ESTATE AGENCY

Marletts Road

St. Sampson's, Guernsey. C.I. Tel. 0481 23384

PRECISION ENGINEERS,  
DEVON

Mod. Factory & Facilities. Same family 70 yrs. TO £48,548. G.P. £22,208 after expenses. New lease 20 yrs. Rent £6,500 p.a. Price: £40,000.

## CHRISTIE &amp; CO.

31, Queens Street, Exeter. Tel. 0352 55271.

BUILDERS' AND PLUMBERS' Merchants

in a new 10,000 sq. ft. premises, 10, Cannon Street, EC4P 4BY.

## BUSINESSES WANTED

## BUILDING CONTRACTORS

A Private Company with its Head Office situated in the North. Is looking for further geographical spread and would like to hear from Builders or Civil Engineering Contractors based in the London area or South.

Enquiries would be welcome from Principals of Companies whose turnover is about £5m. or over.

Write in strictest confidence to Box TM.113, Financial Times, 10, Cannon Street, EC4P 4BY, or telephone for further information to our Chairman on: 0904 20021. Ext. 33.

## WANTED

COMPANY WITH AGREED CAPITAL LOSSES IN THE REGION OF £250,000.

Please send details to

Box T.4327, Financial Times, 10, Cannon Street, EC4P 4BY

## WANTED

NON-TRADING COMPANY WITH AGREED CAPITAL LOSSES OF AT LEAST £750,000

THORNTON BAKER & CO.

8, WEST WALK, LEICESTER

## PRECISION ENGINEERING CO. REQUIRED

An Engineering Company in the South of England wishes to acquire a small precision engineering Company producing a well proved product. Write with full particulars to Box E.7882, Financial Times, 10, Cannon Street, EC4P 4BY.

PRINTING COMPANY  
REQUIRED

A substantial group wishes to purchase outright a medium sized Letterpress and Lithographic Printing Company. Turnover about £250,000 per annum. Principals only apply to Box No. E.7900, Financial Times, 10, Cannon Street, EC4P 4BY.

STEEL  
STOCKHOLDERS

Midland-based cos. seek expansion by acquisition/merger with cos. who have distribution points in London, Lancashire and the North. Cos. must have good profit record over last 5 years, also good management and warehouse facilities. Loss makers over the last 18 months will be considered. Please reply to: JORDAN & ASSOCIATES 24 Norfolk Row, Sheffield S1 2PA

## SMALL FACTORY REQUIRED

for light precision engineering 15-25,000 sq. ft. in the Wembley area of London. Would consider taking over small existing company or alternatively buy or rent suitable premises. Write Box T.4328, Financial Times, 10, Cannon Street, EC4P 4BY.

## WANTED

Controlling interest in a public company with quotations in Britain engaged in trading and development projects in Africa, East and Far East countries. Progressive private companies considered. Enquiries received confidentially. References can be provided. Write Box E.7885, Financial Times, 10, Cannon Street, EC4P 4BY.

PLANT HIRE  
COMPANIES

Established Plant Hire Company with depots throughout England are interested in continuing their expansion programme and require purchase plant hire companies, including haulage, demolition and earth moving, in any central area of the U.K. Replies to: Mr. M. W. Hill, Star House, Mutton Lane, Potters Bar, Herts.

TAX LOSS  
PROPERTY DEALING  
COMPANY WANTED

MINIMUM LOSS £10,000

Write Box E.7887, Financial Times, 10, Cannon Street, EC4P 4BY.

BUSINESSES FOR SALE &  
BUSINESSES WANTED

APPEAR EVERY FRIDAY

Rate: £12 per single column

centimetre

Minimum 3 centimetres.

For further information please contact:

ROSEMARY ANDREWS

01-248 8000 Ext. 445

## NORTH SEA OIL REVIEW

## Bringing new oil ashore

BY RAY DAFTER

SHELL AND Esso proudly presented their latest £3.5bn. offshore exploration and development programme yesterday. Their joint operation is currently spending £1.5m. every day in the U.K. sector, much of it on developing the Brent Field. But the duo has longer term plans including the exploitation of the Cormorant Field extension and the Tern Field; and it has hinted that it might be ordering new platforms at the rate of one a year from 1977 to 1980 or beyond.

It was perhaps fortunate and certainly not calculated that the companies should have chosen this moment to unveil their plans. For earlier this week they had received an indirect Government warning about the next round of exploration licences. According to reports from Houston, Texas, Mr. Clarence Tuck, a Permanent Under-Secretary at the Department of Energy, repeated the Government line that companies had agreed to state participation terms would be given preference in the fifth round allocations. The implication is that companies, like Shell and Esso, which have not agreed in principle to participation, will be discriminated against. But is this a realistic stance?

Mr. Bill Bell, chief executive of Shell U.S. Exploration and Production, commented: "We hope that the Government will judge us on our record of having the biggest involvement in the North Sea, and having a very successful record in the national interest." In this context, it is difficult to see how the Government could afford to say in the face of Shell and Esso at a time when it is looking for financial and technical resources like theirs for the next phase of North Sea development.

## Float-out

The duo has now confirmed that it regards both the extension of the Cormorant Field and the Tern Field, on block 210/23, as being commercial prospects. The preliminary development timetable suggests that both fields could come on stream in 1980, with Cormorant extension being the first to produce. Much more drilling, evaluation, and seabed testing need to be done this year before firm decisions can be taken.

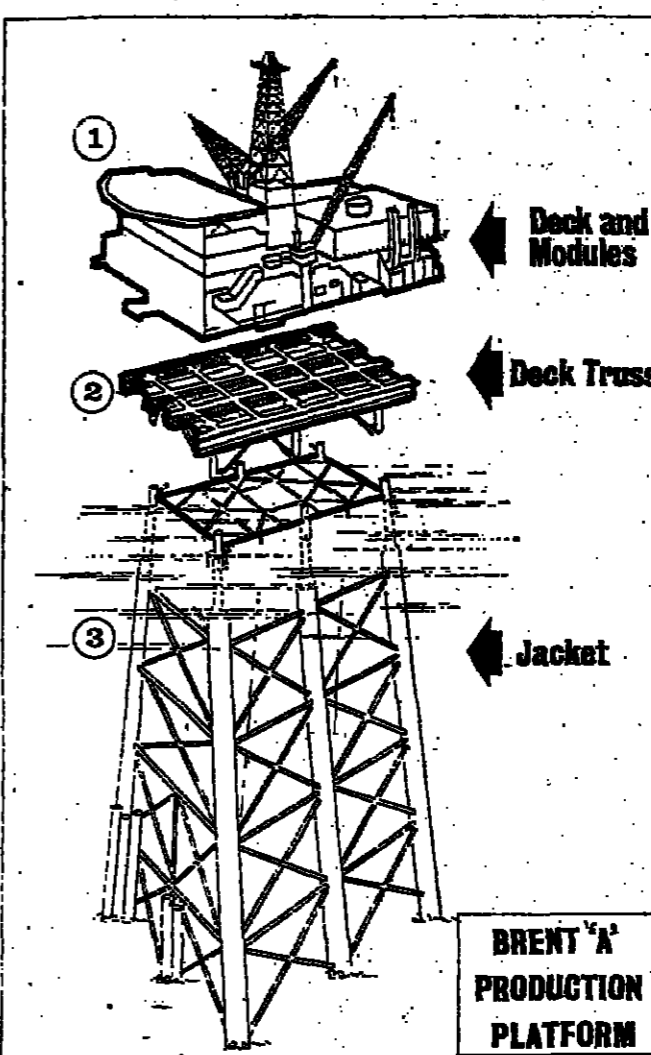
Nevertheless Shell-Esso feel that they may award the contract for some form of platform in the first half of next year, which should allow a float-out (for Cormorant) in 1979. A further platform, probably for Tern, might be ordered late next year or, more probably, in 1978. The companies believe that it would be prudent planning to award one platform contract a year over the next three or four years, although they are not disclosing what the further one or two structures would be used for.

Shell-Esso's share of the U.K. oil reserves at present under development is about 30 per cent. They are operators for four of the 14 U.K. fields currently being developed: Auk, Brent, Cormorant, and Dunlin. The tiny Auk Field, with recoverable reserves of around 50m. barrels (enough to sustain production for about five years) came on stream in February. The tanker-loading system appears to be going better than expected, since output is already up to 40,000 barrels a day.

The platform construction programme for the main Cormorant Field has slipped behind schedule and it seems likely that the structure will not leave Ardyne Point before the end of 1977. The float-out of the Dunlin platform should also create a good deal of interest next year. This structure is being constructed in Rotterdam which means that the massive European harbour may have to be closed to shipping for up to two days when it is floated out.

The main emphasis of Shell-Esso's production programme inevitably falls on Brent which, with 2bn. barrels of recoverable oil reserves as well as 8 trillion (million million) cubic feet of associated gas, is the biggest field in U.K. waters.

Oil production from Brent should begin "in the second half of the summer," according to Mr. Bell of Shell. Initially



crude will be pumped from the already located Brent "B" production platform into tankers. By the early 1980s, when the pipeline, Shearwater terminal and four production platforms are functioning, output should reach a peak of 450,000 barrels of oil a day. The final cost of developing the Brent field is now estimated at some £1.8bn. Around £100m. of it is going on the construction of the Brent "A" platform (see illustration) which was successfully floated out from Mathil, Fifeshire, into the Firth of Forth this week. Once the deck structures have been installed it will stand 780 feet, the tallest steel platform to be erected offshore anywhere in the world.

New deep water engineering techniques are being used to overcome piling and other problems in 480 feet of water. It is expected that the installation alone will cost Shell-Esso around £40m. That is one of the principal reasons why the duo is anxious fully to appraise seabed conditions on Tern and Cormorant before deciding on whether to order concrete, steel, or floating production platforms.

Another, more human, problem which Shell and Esso—along with other companies—have been trying to overcome concerns the associated storage facilities at Sullom Voe in the Shetlands. The industry is at odds with the local council whether or not storage should be underground. Until recently the two sides appeared to be deadlocked: the oil industry insisting that it was commercially and technically desirable to have overground storage. According to Mr. Bell, the two sides will start coming together within the next couple of months. With the Brent pipeline due to be completed later this year, oil should start flowing through Sullom Voe in early 1978. Even so, this is an appreciable delay to original plans and confirms the companies' foresight in providing alternative tanker-loading systems.

The Occidental Group, which chose Flotta in the Orkneys as its shore terminal for the Piper Ardreyne Point before the end of 1977. The float-out of the Dunlin platform should also create a good deal of interest next year. This structure is being constructed in Rotterdam which means that the massive European harbour may have to be closed to shipping for up to two days when it is floated out.

Output from Piper this year was expected to start at around 15,000 barrels a day. It is understood, that within Occidental there are hopes that the true figure might work out at between 30,000 to 45,000 barrels a day. Eventually the field, with estimated recoverable reserves of some 800m. barrels, should be producing between 200,000 and 250,000 barrels a day.

last night Texaco named 15/16 and talked of like development by 1980.

Apart from Brent and Piper two other fields are due to stream this year—Mobil's Beryl and Amoco's smaller Montrose. The Beryl Field was to have come on stream in January, but the tanker mooring buoy broke free from its concrete base in December. The buoy—a 480 feet tower—is currently anchored off Stavanger and is expected to be towed to the field later this month. Assuming there are no further problems Beryl should be producing by June, or July with output building up to 30,000-40,000 barrels a day by the end of the year.

The Amoco group has already started production drilling for its Montrose platform and appears that the first oil will flow in July or August, depending on schedule. The field is to be developed by the same loading method. Two vessels will collect crude from the single buoy mooring units which are currently in Newcastle awaiting shipment to the field. Initial production should be the rate of 10,000 barrels a day rising to a peak of 50,000-60,000 b/d.

Finally, the mystery of the field that isn't. On page 45 of the Government's latest offshore oil and gas report, the so-called Brown Book, we find scant reference to a newly-named field, the Lyle Field. Helpfully, Brown Book reports that it is part of the Brent formation lying in the Middle Jurassic zone. But that is all the information given.

Investigation reveals that the Department of Energy may have been hasty, to say the least. Lyle is the working name of the discovery on Continental Shelf, 3 1/2 miles off the coast of the Shetlands. It was named after the 19th century Scottish geologist Charles Lyle (1795-1875)—was never officially ascribed to 3 1/2 miles off the coast of the Shetlands. After all, speculation that Texaco will only one well has been chosen to proceed with production from its adjoining 14/20 cial potential of this small field and 15/16 blocks and use the in the words of a leading Piper pipeline system. Indeed analyst, is "dubious."

O.K. BAZAARS (1929)  
LIMITED

(Incorporated in the Republic of South Africa)

Directors: S. Cohen Hon. LL.D. (Rand) (President), R. J. Goss (Chairman), C. G. Atkinson (Managing Director), A. C. Berks, Meyer Cohen, K. E. Coote, A. A. Fable, I. D. Graham Munro (British), J. Melville Pels, B. D. Steyn, K. R. Williams (British)

Preliminary Profit Announcement for the year ended 31st March, 1978

Group Earnings and Dividends  
The unaudited Group earnings for the 12 months ended 31st March, 1978, compared with the previous year, are as follows:

	1976	1975
Sales	R800	R800
	459,516	388,424
Profit before taxation	24,575	23,039
Taxation	10,639	10,027
Profit after taxation	13,932	13,008
Preference dividends	115	115
Earnings per equity shares	13.818	12.888
Equity dividends	6.905	6.439
Retained Earnings	6,913	6,459
Net extraordinary loss (1975 Profit)	327	(3,135)
Earnings per equity share	116.1	108.2
Equity Dividend		
Interim paid 19th December, 1975	20.6	18.0
Final payable 9th July, 1976	38.0	36.0
	58.6	54.0

Comments:  
The sales increase of 18.3% exceeds the national retail sales growth of 16.5% during the same period.  
As forecast in the interim report, earnings have not maintained the same rate of growth during the second half of the year. The slower rate of growth has resulted from—  
1. The Government's anti-inflation programme, the impact of rising costs and reduction in gross margins;  
2. Costs relating to the establishment of the Group's first hypermarket, and a stock clearance of "end of the season" fashion merchandise during a poor summer. These costs totalled approximately 9 cents per share.

Dividend  
The final dividend has been increased by 2 cents per share making a total increase of 4 cents for the year.

Future Outlook  
Sales should be strong in the market sector in which the Group operates and, therefore, turnover growth should be maintained. With continuing reductions in gross margins through competition increased profits in line with sales growth can only be achieved if costs can be contained during another inflationary period. It is anticipated that the key objective of effective cost control will be achieved and result in further growth in earnings.

Financial Statements  
It is anticipated that the annual report and financial statements will be posted to shareholders on 4th June, 1978.

For and on behalf of the Board,  
R. J. Goss (Chairman)  
C. G. Atkinson (Managing Director)

Declaration of Dividend:  
Notice is hereby given that final dividend No. 89, at the rate of 38 cents per share in respect of the financial year which commenced on 1st April, 1975, has this day been declared payable on the 9th July, 1978 in the currency of the Republic of South Africa to all holders of Ordinary shares registered in the books of the Company at the close of business on 28th May, 1978. Non-resident shareholders tax of 15% will be deducted where applicable.

The Registers of Members will be closed in Johannesburg and London from 29th May to 6th June, 1978, both dates inclusive for the purpose of the above dividend.

By Order of the Board,  
J. B. PARNALL, Secretary.  
Hill Samuel Registrars Limited,  
6 Greenock Place,  
London, SW1P 1PL

Registered Office:  
O.K. Buildings, 80 Eloff St.  
Johannesburg, 2000  
5th May, 1978.

## HOTELS AND LICENSED PREMISES

## HOTEL SCHLOSS FUSCHL

nr. Salzburg (Austria)

Luxury hotel, well-known throughout the world, directly at Lake Fuschl in the *Salzkammergut*, formerly property of the ducal archbishops, 120 beds, all rooms with bath.

## FOR SALE

Estimated value: US\$ 9 mill., firm price: US\$ 5 mill. incl. complete equipment (mostly antique). Roman marble swimming pool with sauna, medical bath department, 3 marvellous double bungalows on the lakeside, boathouse, bathing beach, sea terrace and wintergarden, suitable for weddings, conferences, state receptions, etc., tennis court, adjacent golf course, 2 guest houses and 2 km underground wine cellar.

Offers to: Rechtsanwalt Dr. E. Hanslik, A 1010 Wien 1, Kärntner Ring 14, Austria. Tel. Wien 657371/657399.

## PUBLIC HOUSE OF CHARACTER

"THE  
GEORGE"

WARNFORD

NEON VALLEY

HANTS

A32 Main Road

EXCELLENT BARS. RESTAURANT OVERLOOKING GARDENS.

AMPLE CAR PARK. LIVING AND STAFF QUARTERS.

FULLY LICENSED. FREE. FREEHOLD.

BY AUCTION 27th MAY, 1978

unless previously sold.

Particulars and conditions of sale from the Chartered Auctioneer:

FLEURET, MAXELL, KING & SHARD

109, GREAT RUSSELL STREET, LONDON WC1B 5E

TEL. 01-462 5995

## THAMES VALLEY

Established successful licensed club and restaurant. Premises of great character. Close to major town. Possible extension to 400 sq. ft. High turnover and profit. Freehold. Offers in excess of £150,000 for freehold. Cookery, Walker, Ross & Co., 32 Pitt Street, Reading. Tel. Reading 583131.

## KINGS CROSS

8/8 Hotel. 46 bedrooms. GLC fire certificate. Possible use as a hotel. Excellent accounts. £165,000 o.n.e. Freehold.

Write Box E.7903, Financial Times, 10, Cannon Street, EC4P 4BY.

A. T. JAMES  
& SON

(Est. 1866)

Hotel Valuers

69, Gt. Russell St.,

W.C.1

Tel. 01-405 5976

OLD WORLD  
COACHING INN

Uniquely placed for

its large profitable

trade. Over 30 bed-

rooms. Price to inc.

val. inventory.

£65,000

## APPOINTMENTS

R. Barnes heads  
Finance Houses

Mr. Ronald J. Barnes, a director of Lombard North Central has been appointed chairman of the FINANCE HOUSES ASSOCIATION.

He succeeds Mr. Humphrey Oliver, a director of United Dominions Trust, who has completed his two-year term of office as chairman of the Association. Mr. Barnes also becomes chairman of the General Purposes, Membership and Finance Committee and of the Monetary and Economic Committee.

Mr. W. H. Frew has been appointed financial director of Dunford Hatfields and Brown Bayley Steels. He succeeds Mr. D. R. V. Barnes, who remains deputy chairman of both concerns and

financial director of the parent company, DUNFORD AND ELLIOTT.

Sir Robert Clark, chairman of H.R. Samuel and Co., has been appointed a director of the Bank of England until February 28, 1979, in the place of the late Sir Val Dunsen.

Mr. D. J. Knight has resigned from the Board of TOM MARTIN METALS GROUP and of the subsidiary companies of which he was a director. The following appointments to subsidiary Boards are: Mr. V. J. Warner, Tame Valley Alloys; Mr. R. Powis, Drume Garages; Mr. B. Clarke and William E. Dunn.

هاتر اف الاعل

# APPOINTMENTS

## SUCCESSOR TO CHIEF EXECUTIVE

WE ARE SEEKING AN OUTSTANDING BUSINESSMAN WHO HAS THE CAPABILITIES AND THE AMBITION TO REPLACE THE HEAD OF A HIGHLY SUCCESSFUL INDUSTRIAL PIONEERING GROUP WITH A WORLDWIDE NETWORK OF AFFILIATES IN EVERY IMPORTANT MARKET.

This organisation has a remarkable research and development record, and a number of unique current projects should ensure continued profitable development in the future. Through its considerable growth over the past twenty years, the group has now reached a size which, more than ever, requires professional industrial marketing leadership.

In preparation for the day when the current head of the group will relinquish his leadership, a mature, dedicated, highly-experienced executive is sought to take over this top position at the group's headquarters in Switzerland. The man we are looking for should be known for his integrity, have demonstrated over the years his talents as a line executive—preferably in a multinational industrial company, and should be willing to go through a development period with the current chief executive until he is ready to take over from him. Candidates should not be over 50 years of age.

AN ESSENTIAL QUALIFICATION IS PROVEN ABILITY TO DEVELOP AND CONTROL PROFITABILITY IN AN INTERNATIONAL GROUP, AS WELL AS AN INDISPUTABLE RECORD OF SUCCESS IN LEADING AND MOTIVATING MEN.

If you consider that you have the necessary characteristics and experience to carry these top management responsibilities, write "personal and confidential" to:

Dr. H. W. Frick  
Managing Director  
Guyerzeller Zurmont Bank AG  
Genferstrasse 8  
CH-8027 Zurich

who will transmit. Absolute discretion is guaranteed.

THIS IS A RARE OPPORTUNITY FOR A MAN LOOKING FOR A TRULY TOP LEVEL PROFESSIONAL CHALLENGE COUPLED WITH PARTICULARLY ATTRACTIVE FINANCIAL REWARDS.

## International Corporate Finance

• THIS is an unusual opportunity. It is to work with the Chief Executive in London in building up a new financial institution founded by a group of substantial Middle Eastern, American and Japanese financial interests.

• FIRST HAND practical experience of international investment banking is the background needed. Equally important are versatility and underwriting skills. A professional accountancy qualification would be an advantage.

• REMUNERATION is for discussion. Base salary will be attractive to those already earning £10,000.

Write in complete confidence  
to A. Barker as adviser to the institution.

TYZACK & PARTNERS LTD  
10 HALLAM STREET LONDON W1N 6DJ  
12 CHARLOTTE SQUARE EDINBURGH EH2 4DN

## IRAQ

### OPPORTUNITIES FOR ENGINEERS AND QUALIFIED STAFF

State Constructional Contracting Company of Iraq invites applications for the following positions for construction on Baghdad University Project, Baghdad.

Applicants should be able to read, write and speak English or Arabic language. The following facilities shall be provided:

Accommodation:— Prefabricated air-conditioned timber houses at site of work.  
Leave:— Paid leave of 30 days for each year of service.  
Foreign Exchange:— 75% of pay may be repatriated back to parent country in Hard Currency.  
Passage:— Air passage for self, wife and up to two children will be paid by State Constructional Contracting Company.  
Contract Period:— Two years may be extended to four years with both sides' approval.

Candidates having the requisite qualifications and experience may apply to the Chairman, State Constructional Contracting Company, P.O. Box 5772, Rashid Street, Baghdad, before 31/5/1976 enclosing the following documents:

- Photocopy of Educational degrees
- Photocopy of experience certificates
- History sheet giving age and details of family members.

#### BAGHDAD UNIVERSITY PROJECT

Designation	No.	Qualifications
Section Manager	2	Civil Engineer, with an approved College Degree or Diploma with a background of management in construction or industry with a proven organising and production ability having at least seven years' relevant experience.
Section Engineer	3	Civil Engineer with an approved College Degree or Diploma with a min. of four years' experience.
Pre-cast Concrete Engineer	1	Civil Engineer with an approved College Degree or Diploma with a minimum of four years' experience part of which shall have been in Concrete Testing Lab. and in production of quality precast units.
Planning Engineer	3	Civil Engineer with an approved College Degree or Diploma with a minimum of three years' experience in the construction industry with preferably one year in Contractor Planning Office. Able to prepare overall and detailed programmes for works, labour, materials and Plants and to monitor production.
Material Engineer	1	Civil Engineer with an approved College Degree or Diploma with four years' experience in the construction industry of which at least one year will have been spent in connection with the procurement and testing of materials.
Assistant Material Engineer	1	Civil Engineer with an approved College Degree or Diploma.
Setting out Engineer	3	Civil Engineer with an approved College Degree or Diploma with two years' experience as Site Engineer in the construction industry and familiar with setting out instruments.
Assistant Setting out Engineer	1	Civil Engineer or Surveyor with an approved College Degree or Diploma.
Design Engineer	1	Civil Engineer with an approved College Degree or Diploma with five years' experience in the construction industry, of which two years shall have been spent on design of Civil Engineering and Building works.
Mechanical and Electrical Engineer	3	Approved College Degree or Diploma with two years' experience in Building and Equipments installation industry. One Engineer shall be experienced in heating and air conditioning, one in water supply, plumbing and sanitation and one in electrical installation and wiring.
Quantity Surveyors	2+2	With AIQS or AIOB or ARICS or equivalent Degrees in Quantity Surveying in Civil Engineering, two with four years' experience and two with two years' experience.
Material Surveyor (Civil Eng.)	1+1	As above with experience in taking off and scheduling of materials for ordering purposes and sub-contract enquiries. One with four years' experience and one with one year's experience.
Quantity Surveyor (Electrical and Mech. Eng.)	2	AIQS or ARICS or AIOB or equivalent degrees with two years' experience in Mechanical and Electrical Engineering.
Trade Foremen	4	
Carpenter Foremen	3	
Building Foremen	4	
Steel Fixing Foremen	3	Suitable trade background with minimum of five years' experience.
Concrete Foremen	3	
Finishing Foremen	6	
Wet Trade and Sanitary Foremen	3	
Precast Concrete Foremen	2	
Draughtsmen (Civil Eng.)	2	One year polytechnic in draughtsmanship of Civil Engineering and building works with at least two years' relevant experience.
Draughtsmen (Mech. and Elect. Eng.)	2	Same as above but one in Mech. Eng. and one in Electrical Engineering.

For further inquiries concerning contract of employment, please get in touch with:  
COMMERCIAL ATTACHE, IRAQI EMBASSY,  
20 Queen's Gate, London, S.W.7. Tel: 584 7141 Ext. 48

## Investment Analyst

LONDON

... for the Group's Pension Investments Department in the West End, to contribute to the management of its U.K. equity portfolio of over £50m.

The vacancy is suitable for applicants in their mid-20s. They must have experience, preferably at least two years in the equity market, and qualification as an accountant or economist would be an advantage.

Salary offered will take account of both experience and qualifications.

Please write, quoting reference E40/B407, giving full personal particulars and details of experience to the Director of Personnel, Courtaulds Limited, P.O. Box 16, Foleshill Road, Coventry, CV6 5AE.

COURTAULDS

## FINANCIAL JOURNALIST

required by monthly international financial magazine. A good economics degree and several years' relevant experience in journalism or the City is required. Salary in the region of £5,000-£6,000.

Write with full particulars to:

Box A.5552, Financial Times,  
10, Cannon Street, EC4P 4BY.

## LOEB, RHOADES & CO.

is expanding its servicing facilities in many areas and has interesting career openings for Registered Representatives and persons with experience of the U.S. securities market.

Salary will be fully commensurate with applicant's qualifications.

Please write in confidence to:—

J. T. Powell,  
Loeb, Rhoades & Co.,  
16 Moorfields High Walk,  
London EC2Y 9DH.

## Commercial Director

for The British Paper and Board Industry Federation.

• The role embraces responsibility for the surveillance of economic fluctuations, market trends and all other commercial problems and factors affecting the profitability and future of the industry on national and international levels; the provision of authoritative advice to Members on these matters; and involvement in the task of effectively representing to Government, the EEC and other Authorities the views of Membership on issues which concern the industry.

• With commercial experience and a record of success in conducting top level negotiations are essential requirements. Fluency in French or German would be a distinct advantage.

• TERMS are for discussion in five figures. Car provided. Age — not over 55. Location — London.

Write in complete confidence  
to Sir Peter Youens as adviser to the Federation.

TYZACK & PARTNERS LTD  
10 HALLAM STREET LONDON W1N 6DJ  
12 CHARLOTTE SQUARE EDINBURGH EH2 4DN

A Geneva-based Shipping Group is seeking a suitable candidate for the position of

## DIRECTOR OF MARITIME AFFAIRS

responsible to the President

Applicants must have at least 10 to 15 years' experience in shipping, of which the last 5 years were as Head of a shipping company.

Duties: Full responsibility for the commercial and technical running of a fleet of over 50 ships of modern construction and the control of offices world-wide.

Advising the President and the Board of Directors on new shipping and related projects.

Base: Geneva, but the position will require extensive travelling to co-ordinate the group's shipping activities throughout the world.

Salary: Attractive (to be negotiated).

It is preferred that applicants be Swiss or in possession of a valid permit to work in Switzerland as otherwise a permit will have to be obtained from the Swiss authorities.

This is a challenging position and only top men should apply to:

The President,  
INTER MARITIME MANAGEMENT S.A.,  
5, Quai du Mont-Blanc, 1201 Geneva.

## APPOINTMENTS WANTED

STOCKBROKER with many years' market experience, seeking position as "Financial Officer". Write Box A.5546, Financial Times, 10, Cannon Street, EC4P 4BY.

## Medium sized Firm of Stockbrokers require young experienced CURRENCY ACCOUNTS CLERK

Salary negotiable. Bonus and L.Vs.  
Write Box A.5548, Financial Times,  
10, Cannon Street, EC4P 4BY.



## ARMING AND RAW MATERIALS

## Pacific Exchange to liquidate

SAN FRANCISCO, May 6.

PACIFIC Commodities Exchange, in light of the continuing deterioration in trading, has decided to liquidate.

The exchange's directors said today that trading in futures contracts would be suspended for liquidation only until the end of business on May 10, after which the exchange would be closed.

The exchange would determine the liquidation of open futures contracts on a pro rata basis. The exchange said that the liquidation would be completed by May 10.

The exchange's directors said that the liquidation was necessary because of the continuing deterioration in trading. They said that the exchange was unable to attract enough business to remain open.

The exchange's directors said that the liquidation was necessary because of the continuing deterioration in trading. They said that the exchange was unable to attract enough business to remain open.

## London coffee prices soar to new records

BY RICHARD MOONEY

COFFEE PRICES yesterday continued their spectacular recovery, despite an almost total lack of new fundamental factors. The position climbed to a record of \$1,459 a tonne at one stage before falling back to close at \$1,415, a high on balance, at \$1,415 a tonne.

Market sources said there was a standardised pattern of trading, and the slight fall in sterling could have had a marginal effect on prices. But they agreed that the price rise was mainly due to speculative buying—largely inspired by the fact that the later fall, being generally attributed to profit-taking.

Most dealers dismissed reports of growing supply difficulties as "old news." Many admitted, however, that tightness of the situation was largely responsible for the market's nervous state, which has made recent dramatic rises possible.

Some traders said the situation was due to the Brazilian frost, disaster and widespread supply difficulties in Africa—aggravated by withholding of Central American coffee from the market.

This policy was the direct result of quota arrangements in the new International Coffee Agreement, due to take effect on October 1, according to one dealer. He said the new arrangements took no notice of 1975-76 exports in setting export quotas, but did pay regard to stock levels. It was in producers' interests therefore to build up stocks at the expense of exports.

A report that heavy rain in central Colombia was threatening to delay coffee shipments was not thought to have affected the market significantly. The rain could delay harvesting, drying and transporting of coffee from plantations, but it does not threaten actual production—estimated at 8.5m bags (60 kilos each) in 1975/76.

Prices on the London coffee terminal market also continued to rise yesterday, but late selling trimmed most of the gains in nearby positions.

Enthusiastic trade buying pushed nearby positions higher in the morning and the \$20 per tonne limit was reached during the middle of the day. After the mandatory 30 minute break in dealing, charter buying pushed prices still higher, July coffee reaching \$1,055 a tonne at one time.

But nearby prices then tumbled \$17 before attracting further trade buying, and the July position closed only \$725 up on the day, at \$1,043 a tonne. The more distant positions fared better, and did not take part in the post-break decline to the same extent as nearby prices.

Though speculative buying was the main reason given for the rise, some market sources said sentiment was influenced by the depleted availability of the African resale current crop. Among the producers, only the Ivory Coast appeared to have cocoa available for shipment during June, July and August.

Renner reports from Nairobi that U.S. Secretary of State, Henry Kissinger, has told the UNCTAD conference that the U.S. is ready to re-negotiate the International Cocoa Agreement if the parties are interested.

He said cocoa was well suited to a buffer stock arrangement, but added that he believed the U.S. was unlikely to improve its functioning of the cocoa agreement. (The U.S. refused to sign the agreement on the grounds that it was based on exports, rather than sales quotas.)

The Soviet Union which would probably have to buy a further 100,000 or 200,000 tonnes on the world market this season, producing between 300,000 and 400,000 tonnes, depending on the timing of transport and port facilities.

British delegates there, including representatives of major consumer groups, did not share M. Lafuze's pessimism about the forthcoming U.K. crop. They pointed out that the target of 100,000 tonnes was not achieved in almost ideal conditions and the crop had generally germinated well.

Virus yellow attacks were also reported to be at a low level. But it was admitted that drought posed a serious threat in some areas.

On imports of cane sugar, it is understood that agreement between the EEC and the African Caribbean and Pacific countries is not as distant as reports of a breakdown in the Brussels talks last week might have suggested.

It is believed the EEC has made important concessions on both the intervention price to be used as a base and the proposed storage levels.

Surplus supplies in eastern Europe were being taken up by the Soviet Union which would probably have to buy a further 100,000 or 200,000 tonnes on the world market this season, producing between 300,000 and 400,000 tonnes, depending on the timing of transport and port facilities.

British delegates there, including representatives of major consumer groups, did not share M. Lafuze's pessimism about the forthcoming U.K. crop. They pointed out that the target of 100,000 tonnes was not achieved in almost ideal conditions and the crop had generally germinated well.

Virus yellow attacks were also reported to be at a low level. But it was admitted that drought posed a serious threat in some areas.

On imports of cane sugar, it is understood that agreement between the EEC and the African Caribbean and Pacific countries is not as distant as reports of a breakdown in the Brussels talks last week might have suggested.

It is believed the EEC has made important concessions on both the intervention price to be used as a base and the proposed storage levels.

Surplus supplies in eastern Europe were being taken up by the Soviet Union which would probably have to buy a further 100,000 or 200,000 tonnes on the world market this season, producing between 300,000 and 400,000 tonnes, depending on the timing of transport and port facilities.

## Tin prices reach new peaks

By Our Commodities Staff

TIN PRICES soared to record levels on the London Metal Exchange yesterday, influenced by strong demand, particularly for three months metal.

With the International Tin Council deliberating for the second day on possible changes in the International Tin Agreement (ITA)—due to come into force on July 1—a lot of the activity was attributed to increased demand for forward metal before any changes are announced. A Council statement is expected today.

Despite sales, believed to be on behalf of the ITA's buffer stock manager, the price of three months standard tin in London reached a record of \$2,200 per tonne.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

Standard cash tin rose by \$111 to \$2,175 a tonne, up from \$2,064 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

## French sugar surplus estimated

BY JOHN EDWARDS, COMMODITIES EDITOR

VERSAILLES, May 6.

FRANCE was likely to have a surplus of 3m tonnes of sugar available for export in the forthcoming 1976/77 season, Mr. Jean-Paul Lafuze, general manager of French sugar dealers, G. Debayser, forecast here today.

Speaking at a symposium on "Sugar in the EEC" organised by the U.K. company, Sugar Traders, he predicted that the French beet crop for 1975/76 would rise to around 3.5m tonnes, compared with the 1975 output of just under 3m.

Beet plantings in France this year are only marginally higher, but a substantial increase in yields is expected, even if yields of beet and sugar beet are only average. Last year's yields were "disastrously" low.

French domestic demand is estimated at some 2m tonnes, leaving 1.5m from the forthcoming crop and 500,000 tonnes over from 1975/76 available for export in 1976/77. Exports to the U.K. and Italy are expected to be well below the abnormality high levels of 1975.

M. Lafuze said Italian demand was likely to be reduced to 100,000 tonnes as a result of increased domestic production. He forecast U.K. demand at 400,000 tonnes, depending on the timing of transport and port facilities.

British delegates there, including representatives of major consumer groups, did not share M. Lafuze's pessimism about the forthcoming U.K. crop. They pointed out that the target of 100,000 tonnes was not achieved in almost ideal conditions and the crop had generally germinated well.

Virus yellow attacks were also reported to be at a low level. But it was admitted that drought posed a serious threat in some areas.

On imports of cane sugar, it is understood that agreement between the EEC and the African Caribbean and Pacific countries is not as distant as reports of a breakdown in the Brussels talks last week might have suggested.

It is believed the EEC has made important concessions on both the intervention price to be used as a base and the proposed storage levels.

Surplus supplies in eastern Europe were being taken up by the Soviet Union which would probably have to buy a further 100,000 or 200,000 tonnes on the world market this season, producing between 300,000 and 400,000 tonnes, depending on the timing of transport and port facilities.

British delegates there, including representatives of major consumer groups, did not share M. Lafuze's pessimism about the forthcoming U.K. crop. They pointed out that the target of 100,000 tonnes was not achieved in almost ideal conditions and the crop had generally germinated well.

Virus yellow attacks were also reported to be at a low level. But it was admitted that drought posed a serious threat in some areas.

On imports of cane sugar, it is understood that agreement between the EEC and the African Caribbean and Pacific countries is not as distant as reports of a breakdown in the Brussels talks last week might have suggested.

It is believed the EEC has made important concessions on both the intervention price to be used as a base and the proposed storage levels.

Surplus supplies in eastern Europe were being taken up by the Soviet Union which would probably have to buy a further 100,000 or 200,000 tonnes on the world market this season, producing between 300,000 and 400,000 tonnes, depending on the timing of transport and port facilities.

British delegates there, including representatives of major consumer groups, did not share M. Lafuze's pessimism about the forthcoming U.K. crop. They pointed out that the target of 100,000 tonnes was not achieved in almost ideal conditions and the crop had generally germinated well.

Virus yellow attacks were also reported to be at a low level. But it was admitted that drought posed a serious threat in some areas.

On imports of cane sugar, it is understood that agreement between the EEC and the African Caribbean and Pacific countries is not as distant as reports of a breakdown in the Brussels talks last week might have suggested.

It is believed the EEC has made important concessions on both the intervention price to be used as a base and the proposed storage levels.

Surplus supplies in eastern Europe were being taken up by the Soviet Union which would probably have to buy a further 100,000 or 200,000 tonnes on the world market this season, producing between 300,000 and 400,000 tonnes, depending on the timing of transport and port facilities.

British delegates there, including representatives of major consumer groups, did not share M. Lafuze's pessimism about the forthcoming U.K. crop. They pointed out that the target of 100,000 tonnes was not achieved in almost ideal conditions and the crop had generally germinated well.

Virus yellow attacks were also reported to be at a low level. But it was admitted that drought posed a serious threat in some areas.

On imports of cane sugar, it is understood that agreement between the EEC and the African Caribbean and Pacific countries is not as distant as reports of a breakdown in the Brussels talks last week might have suggested.

## Tin prices reach new peaks

By Our Commodities Staff

TIN PRICES soared to record levels on the London Metal Exchange yesterday, influenced by strong demand, particularly for three months metal.

With the International Tin Council deliberating for the second day on possible changes in the International Tin Agreement (ITA)—due to come into force on July 1—a lot of the activity was attributed to increased demand for forward metal before any changes are announced. A Council statement is expected today.

Despite sales, believed to be on behalf of the ITA's buffer stock manager, the price of three months standard tin in London reached a record of \$2,200 per tonne.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

Standard cash tin rose by \$111 to \$2,175 a tonne, up from \$2,064 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

The tin price rose to a new peak of \$2,200 per tonne, up from \$2,175 a tonne, up \$111 on the day.

## MALTING BARLEY

## Scots rule when growing for Scotch

BY A CORRESPONDENT

THE SCOTCH Whisky industry is presently in the doldrums. Production of Scotch in 1975 was some 16.18 per cent down from the peak of approximately 188m gallons, reached in 1974, and it seems likely that no significant recovery in output will occur in 1976.

While this fall in production may herald a scarcity of aged Scotch in the 1980's, it does not necessarily infer a shortage of whisky at that time, nor a serious drop in the demand for malting barley for Scotch farmers, who sell about 30 per cent of their total barley crop on this market.

At the end of 1974, the world recession caused a heavy drop in demand for Scotch, especially in the U.S., where distributors adopted the strategy of destocking to avoid getting into cash flow problems as consumption fell with the economy. In this way they passed back the cash problems to the producers.

Obviously the cash requirements of whisky production are enormous. As well as the basic production costs, the average storage of 5-6 years before sale means the maintenance of massive stocks. The Inland Revenue must be paid as the whisky is taken from the store, which means that approximately £100m in taxes is lying on until bottling and distribution is complete, and wholesalers have taken their inevitable period of trade credit.

With all production costs rising, high interest charges, and the falling demand, it was not surprising that producers lost confidence in 1975, and cut back production as far as they did. Confidence is slowly returning, but it is a feeling within the industry that the Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

spread any erratic movements in raw whisky production. Just what the effects of the present crop decline in production turn out to be, depends on the continuing growth in world demand over the last four or five years.

For example, if demand recovered to its 10 per cent rate through to 1981, consumption could be running about the 220m gallon mark, which makes the 1975 level of production of 160-170m gallons, which would normally be coming out of stock at that time, look frighteningly small. At a 5 per cent trend, the demand level could be about 160-170m gallons at that time.

The relevance of all this to Scotch farming is obvious, since it takes approximately 15 tons of malting barley to produce one ton of malt. The straight malt whiskies, produced from barley alone, are mainly used for blending with other whiskies in the ratio of 15 per cent malt to 85 per cent grain to yield the typical blended Scotch. Since malt is vital to the industry, the demand for barley to produce Scotch is secure against substitutes. But since a little malt can produce a lot of blended whisky, the supply of straight malts and aged blends may not be so secure when there is a shortage of malt, as suggested could occur in the 1980s.

Malting barley has always been an important part of the usage of the Scottish crop. As far back as 1603, 165,000 tons of the 160,000 for crop were purchased by Scottish malsters. Figures for their consumption of the 1975 crop of 1,738,000 tons are not yet available, but they will probably show a use of about 500,000 tons, around 30 per cent of the crop.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

## Record Indian rain output in 1975-76

NEW DELHI, May 6.

INDIA'S FOODGRAIN production in the agricultural year ending this month would be a record 116m tons, Food Minister, Mr. Jivran Ram, told Parliament, this would be 8m tons more in the last bumper harvest of 1975.

Three years of consecutive drought since then had reduced grain production to less than 10m tons.

Mr. Ram said: "This year's production target of 140m, as will be exceeded. According to even very conservative estimates, we feel the production will be 116m tons."

The record output did not all be attributed to a good monsoon. Farmers and agricultural scientists had contributed to "this year's spectacular results."

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

The Government could help greatly by simply delaying its demand for tax payments. It is a bitter bone of contention among distillers, that they have to pay their taxes so promptly, while the brewing industry does not pay until sales to wholesalers are complete.

## STOCK EXCHANGE REPORT

# Gilts progress further but equities still uncertain

## Share index down 2.8 at 417.8—Turner and Newall react

## Account Dealing Dates

## Option

## First Declared Last Account

Declarations Dealings Day  
Apr. 20 Apr. 29 Apr. 30 May 11  
May 3 May 12 May 14 May 25  
May 17 May 27 May 28 Jun. 8

New time deals may take place from 9.30 a.m. on business days.

Following overnight consideration of the agreed TUC-Government pay deal, British Funds made another good showing, but equities failed to hold initial small improvements.

Yield considerations in light of the projected fall in the rate of inflation were again the main factor in the gilt-edged sector, where an active day's trading in the later maturities, particularly the long "tap" stock, left closing gains ranging to 1.1. Short-dated issues ended up to 1.1 higher, and the Government Securities index rose on 0.35 more to 62.82 for a rise of 0.72 over the last two trading days.

Leading industrials were marked up a penny or so at the start, but drifted off to close 2 or 3 lower on balance. Up 1.3 at 10 a.m. the FT 30-share index ended the day a net 2.8 down at 417.8. Vague talk of the possibility of a large fund raising issue from ICI 5 off at 399.3, unsettled sentiment, but the day's reaction mainly reflected the lack of follow-through support. Although the results from Dunlop were better-than-expected, the price closed 2 cheaper at 83p on the liquidation of recent bull positions. Turner and Newall were a weak market at 160p, down 7 after 135p, following adverse press comment in a trade journal on the use of asbestos.

Secondary issues were narrowly mixed, but falls just had the edge over rises by 6.5 in FT-quoted industrials. The FT-Actuaries All-Share index ended 0.4 per cent higher at 171.4. Trading conditions remained quiet, although there was a slight increase in official

markings of 5.702.

Stimulated by predictions of a U.K. rate of inflation of only 4 per cent by the end of next year, long-dated gilt-edged really came into their own yesterday. To meet a substantial demand, particularly for the "tap" Treasury 12 per cent, 1993, "A" the Government broker raised his price, which had become operative at 93, to 96 and subsequently withdrew leaving the market to speculate on his next selling level. The outcome of this was to take some steam out of the market and, although high-coupon stocks showed gains to 1.1, there were under the best in the late business. Shorter maturities were basically overshadowed, but withstood a fair volume of switching longer and the adverse effects of sterling to close generally 1 higher, after initial rises extending to 1.1. Corporations followed with advances of a full point.

Extremely thin conditions persisted for much of the day in the investment currency market after completion of an initial two-way business. The premium fluctuated between 122 and 123 per cent, before ending slightly down on balance at 124 per cent. Yesterday's SE conversion factor was 0.861 (0.860).

Home Banks recovered from a dull start to end little changed after slow trading. Lloyds, 238p, after 235p, and Midland, 288p, after 285p, closed without alteration, while National Westminster were 2 easier at 238p, after 235p. The advance in half-year profits left National and Commercial 2 firmer at 76p. Bank of Ireland, still on the "rights" offer premium, receded 10 more to 313p for a two-day fall of 15. Allied Irish, with annual results due next Wednesday, declined 4 to 110p. Among Overseas Issues, Standard Chartered rose 1 to 17p, a firm favourite of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

results due next Thursday picked up 5 to 280p. Australia and New Zealand, still responding to the change of domicile news, ending 2 higher at 415p, after 412p. Discount Houses were inclined to harden in sympathy with firmness of gilt-edged: Allen Harvey and Ross added 10 at 380p and Gerard and Ross added 10 at 268p, while Clive put on 2 at 68p. Among Merchant

fail of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

ICI, the day's most active stock, closed a penny better at 37p, after 36p, following the announcement of a revival of a fourth coming "rights" issue. Elsewhere in Chemicals, Cathin hardened 2 to 48p and Brest Chemicals moved up further to 90p for a two-day gain of 8.

Television issues made a firm showing, Ulster A finishing 2 at 49p in front of today's interim report.

Combined English featured Stores, closing 8 better at 83p, after 87p, following the announcement of the Lend Lease (unchanged) deal and the appointment of Mr. Rowland as deputy chairman. Press comment on the interim report directed attention to Burton Group "A", which closed a penny better at 57p following a reasonable two-way business. Mothercare, still reflecting trading news, improved 4 more to a 197p peak of 202p for a two-day gain of 14.

Textile moved up 2 to 17p and Wilkinson Warburton rose 3 to 47p. W. H. Smith "A" gained 4 more to 27p, but IDS finished 2 at 82p, after 85p. The day's action was dominated by the "rights" issue and chairman's encouraging statements, which were rarely affected.

In Buildings, Clark and Fenn closed 3 up at 72p following bid terms, which carry a cash alternative of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

recouped 2 of the previous day's fall of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

ICI, the day's most active stock, closed a penny better at 37p, after 36p, following the announcement of a revival of a fourth coming "rights" issue. Elsewhere in Chemicals, Cathin hardened 2 to 48p and Brest Chemicals moved up further to 90p for a two-day gain of 8.

Television issues made a firm showing, Ulster A finishing 2 at 49p in front of today's interim report.

Combined English featured Stores, closing 8 better at 83p, after 87p, following the announcement of the Lend Lease (unchanged) deal and the appointment of Mr. Rowland as deputy chairman. Press comment on the interim report directed attention to Burton Group "A", which closed a penny better at 57p following a reasonable two-way business. Mothercare, still reflecting trading news, improved 4 more to a 197p peak of 202p for a two-day gain of 14.

Textile moved up 2 to 17p and Wilkinson Warburton rose 3 to 47p. W. H. Smith "A" gained 4 more to 27p, but IDS finished 2 at 82p, after 85p. The day's action was dominated by the "rights" issue and chairman's encouraging statements, which were rarely affected.

In Buildings, Clark and Fenn closed 3 up at 72p following bid terms, which carry a cash alternative of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

recouped 2 of the previous day's fall of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

ICI, the day's most active stock, closed a penny better at 37p, after 36p, following the announcement of a revival of a fourth coming "rights" issue. Elsewhere in Chemicals, Cathin hardened 2 to 48p and Brest Chemicals moved up further to 90p for a two-day gain of 8.

Television issues made a firm showing, Ulster A finishing 2 at 49p in front of today's interim report.

Combined English featured Stores, closing 8 better at 83p, after 87p, following the announcement of the Lend Lease (unchanged) deal and the appointment of Mr. Rowland as deputy chairman. Press comment on the interim report directed attention to Burton Group "A", which closed a penny better at 57p following a reasonable two-way business. Mothercare, still reflecting trading news, improved 4 more to a 197p peak of 202p for a two-day gain of 14.

Textile moved up 2 to 17p and Wilkinson Warburton rose 3 to 47p. W. H. Smith "A" gained 4 more to 27p, but IDS finished 2 at 82p, after 85p. The day's action was dominated by the "rights" issue and chairman's encouraging statements, which were rarely affected.

In Buildings, Clark and Fenn closed 3 up at 72p following bid terms, which carry a cash alternative of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

recouped 2 of the previous day's fall of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

ICI, the day's most active stock, closed a penny better at 37p, after 36p, following the announcement of a revival of a fourth coming "rights" issue. Elsewhere in Chemicals, Cathin hardened 2 to 48p and Brest Chemicals moved up further to 90p for a two-day gain of 8.

Television issues made a firm showing, Ulster A finishing 2 at 49p in front of today's interim report.

Combined English featured Stores, closing 8 better at 83p, after 87p, following the announcement of the Lend Lease (unchanged) deal and the appointment of Mr. Rowland as deputy chairman. Press comment on the interim report directed attention to Burton Group "A", which closed a penny better at 57p following a reasonable two-way business. Mothercare, still reflecting trading news, improved 4 more to a 197p peak of 202p for a two-day gain of 14.

Textile moved up 2 to 17p and Wilkinson Warburton rose 3 to 47p. W. H. Smith "A" gained 4 more to 27p, but IDS finished 2 at 82p, after 85p. The day's action was dominated by the "rights" issue and chairman's encouraging statements, which were rarely affected.

In Buildings, Clark and Fenn closed 3 up at 72p following bid terms, which carry a cash alternative of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

recouped 2 of the previous day's fall of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

ICI, the day's most active stock, closed a penny better at 37p, after 36p, following the announcement of a revival of a fourth coming "rights" issue. Elsewhere in Chemicals, Cathin hardened 2 to 48p and Brest Chemicals moved up further to 90p for a two-day gain of 8.

Television issues made a firm showing, Ulster A finishing 2 at 49p in front of today's interim report.

Combined English featured Stores, closing 8 better at 83p, after 87p, following the announcement of the Lend Lease (unchanged) deal and the appointment of Mr. Rowland as deputy chairman. Press comment on the interim report directed attention to Burton Group "A", which closed a penny better at 57p following a reasonable two-way business. Mothercare, still reflecting trading news, improved 4 more to a 197p peak of 202p for a two-day gain of 14.

Textile moved up 2 to 17p and Wilkinson Warburton rose 3 to 47p. W. H. Smith "A" gained 4 more to 27p, but IDS finished 2 at 82p, after 85p. The day's action was dominated by the "rights" issue and chairman's encouraging statements, which were rarely affected.

In Buildings, Clark and Fenn closed 3 up at 72p following bid terms, which carry a cash alternative of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

recouped 2 of the previous day's fall of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

results due next Thursday picked up 5 to 280p. Australia and New Zealand, still responding to the change of domicile news, ending 2 higher at 415p, after 412p. Discount Houses were inclined to harden in sympathy with firmness of gilt-edged: Allen Harvey and Ross added 10 at 380p and Gerard and Ross added 10 at 268p, while Clive put on 2 at 68p. Among Merchant

fail of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

ICI, the day's most active stock, closed a penny better at 37p, after 36p, following the announcement of a revival of a fourth coming "rights" issue. Elsewhere in Chemicals, Cathin hardened 2 to 48p and Brest Chemicals moved up further to 90p for a two-day gain of 8.

Television issues made a firm showing, Ulster A finishing 2 at 49p in front of today's interim report.

Combined English featured Stores, closing 8 better at 83p, after 87p, following the announcement of the Lend Lease (unchanged) deal and the appointment of Mr. Rowland as deputy chairman. Press comment on the interim report directed attention to Burton Group "A", which closed a penny better at 57p following a reasonable two-way business. Mothercare, still reflecting trading news, improved 4 more to a 197p peak of 202p for a two-day gain of 14.

Textile moved up 2 to 17p and Wilkinson Warburton rose 3 to 47p. W. H. Smith "A" gained 4 more to 27p, but IDS finished 2 at 82p, after 85p. The day's action was dominated by the "rights" issue and chairman's encouraging statements, which were rarely affected.

In Buildings, Clark and Fenn closed 3 up at 72p following bid terms, which carry a cash alternative of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

recouped 2 of the previous day's fall of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

ICI, the day's most active stock, closed a penny better at 37p, after 36p, following the announcement of a revival of a fourth coming "rights" issue. Elsewhere in Chemicals, Cathin hardened 2 to 48p and Brest Chemicals moved up further to 90p for a two-day gain of 8.

Television issues made a firm showing, Ulster A finishing 2 at 49p in front of today's interim report.

Combined English featured Stores, closing 8 better at 83p, after 87p, following the announcement of the Lend Lease (unchanged) deal and the appointment of Mr. Rowland as deputy chairman. Press comment on the interim report directed attention to Burton Group "A", which closed a penny better at 57p following a reasonable two-way business. Mothercare, still reflecting trading news, improved 4 more to a 197p peak of 202p for a two-day gain of 14.

Textile moved up 2 to 17p and Wilkinson Warburton rose 3 to 47p. W. H. Smith "A" gained 4 more to 27p, but IDS finished 2 at 82p, after 85p. The day's action was dominated by the "rights" issue and chairman's encouraging statements, which were rarely affected.

In Buildings, Clark and Fenn closed 3 up at 72p following bid terms, which carry a cash alternative of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

recouped 2 of the previous day's fall of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

ICI, the day's most active stock, closed a penny better at 37p, after 36p, following the announcement of a revival of a fourth coming "rights" issue. Elsewhere in Chemicals, Cathin hardened 2 to 48p and Brest Chemicals moved up further to 90p for a two-day gain of 8.

Television issues made a firm showing, Ulster A finishing 2 at 49p in front of today's interim report.

Combined English featured Stores, closing 8 better at 83p, after 87p, following the announcement of the Lend Lease (unchanged) deal and the appointment of Mr. Rowland as deputy chairman. Press comment on the interim report directed attention to Burton Group "A", which closed a penny better at 57p following a reasonable two-way business. Mothercare, still reflecting trading news, improved 4 more to a 197p peak of 202p for a two-day gain of 14.

Textile moved up 2 to 17p and Wilkinson Warburton rose 3 to 47p. W. H. Smith "A" gained 4 more to 27p, but IDS finished 2 at 82p, after 85p. The day's action was dominated by the "rights" issue and chairman's encouraging statements, which were rarely affected.

In Buildings, Clark and Fenn closed 3 up at 72p following bid terms, which carry a cash alternative of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

recouped 2 of the previous day's fall of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

ICI, the day's most active stock, closed a penny better at 37p, after 36p, following the announcement of a revival of a fourth coming "rights" issue. Elsewhere in Chemicals, Cathin hardened 2 to 48p and Brest Chemicals moved up further to 90p for a two-day gain of 8.

Television issues made a firm showing, Ulster A finishing 2 at 49p in front of today's interim report.

Combined English featured Stores, closing 8 better at 83p, after 87p, following the announcement of the Lend Lease (unchanged) deal and the appointment of Mr. Rowland as deputy chairman. Press comment on the interim report directed attention to Burton Group "A", which closed a penny better at 57p following a reasonable two-way business. Mothercare, still reflecting trading news, improved 4 more to a 197p peak of 202p for a two-day gain of 14.

Textile moved up 2 to 17p and Wilkinson Warburton rose 3 to 47p. W. H. Smith "A" gained 4 more to 27p, but IDS finished 2 at 82p, after 85p. The day's action was dominated by the "rights" issue and chairman's encouraging statements, which were rarely affected.

In Buildings, Clark and Fenn closed 3 up at 72p following bid terms, which carry a cash alternative of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

recouped 2 of the previous day's fall of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

ICI, the day's most active stock, closed a penny better at 37p, after 36p, following the announcement of a revival of a fourth coming "rights" issue. Elsewhere in Chemicals, Cathin hardened 2 to 48p and Brest Chemicals moved up further to 90p for a two-day gain of 8.

Television issues made a firm showing, Ulster A finishing 2 at 49p in front of today's interim report.

Combined English featured Stores, closing 8 better at 83p, after 87p, following the announcement of the Lend Lease (unchanged) deal and the appointment of Mr. Rowland as deputy chairman. Press comment on the interim report directed attention to Burton Group "A", which closed a penny better at 57p following a reasonable two-way business. Mothercare, still reflecting trading news, improved 4 more to a 197p peak of 202p for a two-day gain of 14.

Textile moved up 2 to 17p and Wilkinson Warburton rose 3 to 47p. W. H. Smith "A" gained 4 more to 27p, but IDS finished 2 at 82p, after 85p. The day's action was dominated by the "rights" issue and chairman's encouraging statements, which were rarely affected.

In Buildings, Clark and Fenn closed 3 up at 72p following bid terms, which carry a cash alternative of 7p per share, from Trafalgar House (unchanged) at 428p, while National Bank of Australia, ahead of interim

recouped 2 of the previous day's fall of 10, while similar gains were seen in Beechwood, 201p, and Rawlings Bros., 18p. Beaver Group were noteworthy for a rise to 415p. Trading news made no apparent impact on Roberts Adlard and C. H. Pearce and Sons, both of which closed without alteration at 62p and 55p respectively.

unchanged on the day, while EMI ended a penny down at 258p, and Thorn Electrical 2 softer at 362p, after 260p. Raytheon Parsons managed to harden 1 to 121p. Elsewhere, Ward and Goldstone continued to meet support and picked up another 4 to 38p, while an improvement of 2 occurred in A.E. Electronic, 63p.

Barker returned to favour initially and rose to 48p before drifting back to close only a better balance at 45p. Other leaders were marginally easier. Tube Investments shedding 4 to 37p and GKN 2 to 345p. Weyburn was also a reactionary market, losing 10 to 240p, while Raker gave up 4 to 146p, the latter despite the success of the recent "rights" issue. Greenbank Industrial put on 4 more to 54p in further response to the increased profits and proposed scrip issue, while Metalex rose 3 to 26p still influenced by the chairman's optimism about prospects for the recipient of the road results, rose 3 to 77p, after 75p. Elsewhere, A. Cohen were raised 4 to 124p and TCR 3 to 85p.

J. Salomons continued to feature Foods, improving 9 more to 138p, a two-day gain of 12p following Press comment on the preliminary figures. Biscuit manufacturers and Fox's 8 better at 145p and United 7 higher at 134p.

Turner and Newall fall

Adverse comment regarding the possible cancer risks connected with asbestos unsettled Turner and Newall, which closed 7 down at 160p with the new shares at 150p, after 155p. Elsewhere, further small affected were Bestobell, down 3 buying in a limited market at 135p, after 130p, following the full report. Leading miscellaneous industrial leaders generally continued to circulate in the market, although Pilkington improved 5 to 345p. Elsewhere, Bishopsgate Property leasehold Press suggestions of an impending sale to Hongkong and Shanghai Bank closed 40p, after 44p, at 42p; the annual results are expected next Friday. Marshall's Clement Clarke 5 to 70p, both in response to profits while, for the same reason, Hoskins and Horton hardened 2 to 71p.

Dunlop provided the main interest in Motors and Distributors, closing 2 cheaper at 93p after a reasonable business following

preliminary figures which just came up to expectations. Among otherwise little-changed Overseas Traders, Ocean Wilsons encountered a good demand, thought possibly to be connected with Ithaca's recent purchase of a 15 per cent stake, and moved ahead 17 to close at the day's best of 142p.

Incoming Wall Street influences imparted firmness to British Petroleum which made a fresh 10p advance to 48p, after 37p, on the day at 67p. Shell improved 2 to 440p, while Royal Dutch hardened 1 to 421, but secondary issues were slightly reactionary. Burmah still attracted a certain amount of interest, but reacted on profit-taking to 38p, prior to ending a net 1 lower at 39p. Tricent lost 3 to 61p and Ultramar saved up 2 to 168p. Domestic market advances lifted Ranger to 213, while the appearance of a buyer in a very restricted market raised Weeks Natural Resources 10 to 60p; the Preferred Ordinary rose 13 to the same level. Siebens (U.K.) rallied 5 to 180p, the price published in yesterday's market report was inadvertently stated as 75p.

Property leaders reacted in slack trading to close near the day's worst. Losses of 4 were recorded in Land Securities, 157p, after 156p, and MEPC, 67p, while English Property shed 2 to 41p. News of a Dutch property deal failed to stimulate interest in Town and City Properties, which softened a penny to 141p. Similar falls occurred in British Land, 301p, and Capital and Counties, 112p. Elsewhere, further small affected were Bestobell, down 3 buying in a limited market at 135p, after 130p, following the full report. Leading miscellaneous industrial leaders generally continued to circulate in the market, although Pilkington improved 5 to 345p. Elsewhere, Bishopsgate Property leasehold Press suggestions of an impending sale to Hongkong and Shanghai Bank closed 40p, after 44p, at 42p; the annual results are expected next Friday. Marshall's Clement Clarke 5 to 70p, both in response to profits while, for the same reason, Hoskins and Horton hardened 2 to 71p.

Dunlop provided the main interest in Motors and Distributors, closing 2 cheaper at 93p after a reasonable business following

preliminary figures which just came up to expectations. Among otherwise little-changed Overseas Traders, Ocean Wilsons encountered a good demand, thought possibly to be connected with Ithaca's recent purchase of a 15 per cent stake, and moved ahead 17 to close at the day's best of 142p.

Incoming Wall Street influences imparted firmness to British Petroleum which made a fresh 10p advance to 48p, after 37p, on the day at 67p. Shell improved 2 to 440p, while Royal Dutch hardened 1 to 421, but secondary issues were slightly reactionary. Burmah still attracted a certain amount of interest, but reacted on profit-taking to 38p, prior to ending a net 1 lower at 39p. Tricent lost 3 to 61p and Ultramar saved up 2 to 168p. Domestic market advances lifted Ranger to 213, while the appearance of a buyer in a very restricted market raised Weeks Natural Resources 10 to 60p; the Preferred Ordinary rose 13 to the same level. Siebens (U.K.) rallied 5 to 180p, the price published in yesterday's market report was inadvertently stated as 75p.

Property leaders reacted in slack trading to close near the day's worst. Losses of 4 were recorded in Land Securities, 157p, after 156p, and MEPC, 67p, while English Property shed 2 to 41p. News of a Dutch property deal failed to stimulate interest in Town and City Properties, which softened a penny to 141p. Similar falls occurred in British Land, 301p, and Capital and Counties, 112p. Elsewhere, further small affected were Bestobell, down 3 buying in a limited market at 135p, after 130p, following the full report. Leading miscellaneous industrial leaders generally continued to circulate in the market, although Pilkington improved 5 to 345p. Elsewhere, Bishopsgate Property leasehold Press suggestions of an impending sale to Hongkong and Shanghai Bank closed 40p, after 44p, at 42p; the annual results are expected next Friday. Marshall's Clement Clarke 5 to 70p, both in response to profits while, for the same reason, Hoskins and Horton hardened 2 to 71p.

Dunlop provided the main interest in Motors and Distributors, closing 2 cheaper at 93p after a reasonable business following

preliminary figures which just came up to expectations. Among otherwise little-changed Overseas Traders, Ocean Wilsons encountered a good demand, thought possibly to be connected with Ithaca's recent purchase of a 15 per cent stake, and moved ahead 17 to close at the day's best of 142p.

Incoming Wall Street influences imparted firmness to British Petroleum which made a fresh 10p advance to 48p, after 37p, on the day at 67p. Shell improved 2 to 440p, while Royal Dutch hardened 1 to 421, but secondary issues were slightly reactionary. Burmah still attracted a certain amount of interest, but reacted on profit-taking to 38p, prior to ending a net 1 lower at 39p. Tricent lost 3 to 61p and Ultramar saved up 2 to 168p. Domestic market advances lifted Ranger to 213, while the appearance of a buyer in a very restricted market raised Weeks Natural Resources 10 to 60p; the Preferred Ordinary rose 13 to the same level. Siebens (U.K.) rallied 5 to 180p, the price published in yesterday's market report was inadvertently stated as 75p.

Property leaders reacted in slack trading to close near the day's worst. Losses of 4 were recorded in Land Securities, 157p, after 156p, and MEPC, 67p, while English Property shed 2 to 41p. News of a Dutch property deal failed to stimulate interest in Town and City Properties, which softened a penny to 141p. Similar falls occurred in British Land, 301p, and Capital and Counties, 112p. Elsewhere, further small affected were Bestobell, down 3 buying in a limited market at 135p, after 130p, following the full report. Leading miscellaneous industrial leaders generally continued to circulate in the market, although Pilkington improved 5 to 345p. Elsewhere, Bishopsgate Property leasehold Press suggestions of an impending sale to Hongkong and Shanghai Bank closed 40p, after 44p, at 42p; the annual results are expected next Friday. Marshall's Clement Clarke 5 to 70p, both in response to profits while, for the same reason, Hoskins and Horton hardened 2 to 71p.

Dunlop provided the main interest in Motors and Distributors, closing 2 cheaper at 93p after a reasonable business following

preliminary figures which just came up to expectations. Among otherwise little-changed Overseas Traders, Ocean Wilsons encountered a good demand, thought possibly to be connected with Ithaca's recent purchase of a 15 per cent stake, and moved ahead 17 to close at the day's best of 142p.

Incoming Wall Street influences imparted firmness to British Petroleum which made a fresh 10p advance to 48p, after 37p, on the day at 67p. Shell improved 2 to 440p, while Royal Dutch hardened 1 to 421, but secondary issues were slightly reactionary. Burmah still attracted a certain amount of interest, but reacted on profit-taking to 38p, prior to ending a net 1 lower at 39p. Tricent lost 3 to 61p and Ultramar saved up 2 to 168p. Domestic market advances lifted Ranger to 213, while the appearance of a buyer in a very restricted market raised Weeks Natural Resources 10 to 60p; the Preferred Ordinary rose 13 to the same level. Siebens (U.K.) rallied 5 to 180p, the price published in yesterday's market report was inadvertently stated as 75p.

Property leaders reacted in slack trading to close near the day's worst. Losses of 4 were recorded in Land Securities, 157p, after 156p, and MEPC, 67p, while English Property shed 2 to 41p. News of a Dutch property deal failed to stimulate interest in Town and City Properties, which softened a penny to 141p. Similar falls occurred in British Land, 301p, and Capital and Counties, 112p. Elsewhere, further small affected were Bestobell, down 3 buying in a limited market at 135p, after 130p, following the full report. Leading miscellaneous industrial leaders generally continued to circulate in the market, although Pilkington improved 5 to 345p. Elsewhere, Bishopsgate Property leasehold Press suggestions of an impending sale to Hongkong and Shanghai Bank closed 40p, after 44p, at 42p; the annual results are expected next Friday. Marshall's Clement Clarke 5 to 70p, both in response to profits while, for the same reason, Hoskins and Horton hardened 2 to 71p.

Dunlop provided

[illegible]

## INSURANCE, PROPERTY, BONDS

[illegible]

## OFFSHORE AND OVERSEAS FUNDS

[illegible]

**NOTE**

include \$ premium, which are in place unless otherwise noted. % shown in last column) (low expenses. Offered prices are today's prices. A field price, A Estimated, B Today's Distribution free of U.S. taxes. C Includes all expenses except insurance. D Offered price includes all bought through membership price. E Not in the last column. F Less indicated by G. G Guaranteed. H Single premium.

# HENLYS LIMITED

Notice is hereby given of the appointment of Lloyds Bank Limited, as Registrar, with effect from the 1st May, 1976.

All correspondence and documents for registration regarding the Share, Stock and Debenture Registers should in future be sent to:-

**Lloyds Bank Limited,  
Registrar's Department,  
The Causeway, Goring-by-Sea,  
Worthing, West Sussex, BN12 6DA.  
Telephone: Worthing 502541.  
(STD Code 0903)**

A. R. TILL, F.C.I.S., Secretary



[illegible]

